

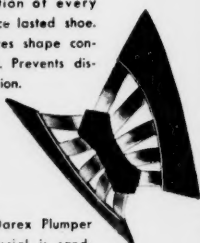
VOLUME 118
NO. 6

LEATHER *and* SHOES

AUGUST 6,
1949



1 Darex Plumper reinforces and strengthens sock linings — the foundation of every force lasted shoe. Gives shape control. Prevents distortion.



2 Darex Plumper Material is sandwiched between lining and outside. Adds body and a mellow, substantial quality to the upper. Does not fray.



3 Finished upper ready to last. Note the stitch-holding properties of sock lining backer. Improves and controls shape.

Triple - Purpose Material

DAREX Plumper

STRENGTHENS, REINFORCES SOCK LINING

PREVENTS DISTORTION IN LASTING

REPLACES FABRIC

Darex Plumper .020" or .025" supplied in 40" and 50" widths in rolls for combining.

Since it costs no more you might as well have superior quality by specifying Darex. The better combiners carry it in stock.



4 Note the fine fit. This line and the general bottom outline are controlled by the strength and flexibility of the plumper.

DAREX — T. M. REG. U. S. PAT. OFF.

DEWEY AND ALMY CHEMICAL COMPANY CAMBRIDGE 40, MASS. MONTREAL 32, CANADA

HOW TO HAVE *Permanent Wood Heel* *Attaching*

AT LOW COST!

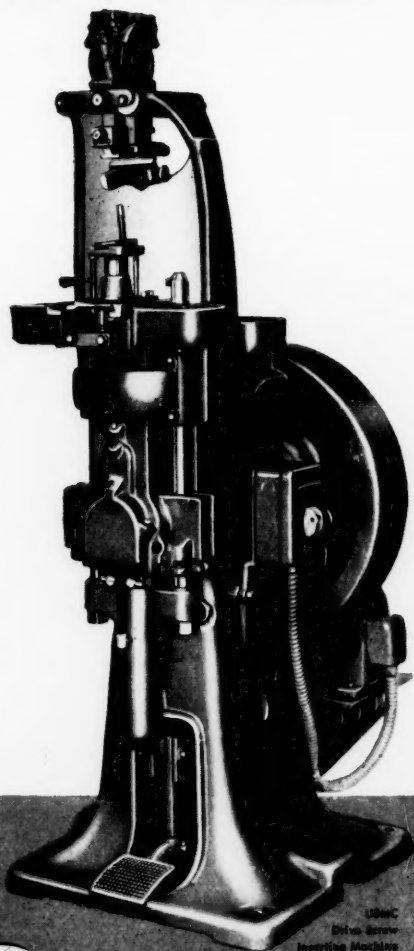
With the **USMC DRIVE SCREW INSERTING MACHINE**, screw reinforced wood heel attaching can be reduced from 5 to 3 operations with a corresponding reduction in costs. And because this machine is fast it can lower costs still more!

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The results? Manufacturers protect themselves, their retailers and the wearer at very low cost against loose and lost heels.

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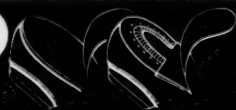
Find out exactly how this machine can improve the value of your shoes — get complete details from your United branch office.



The Drive Screw Method

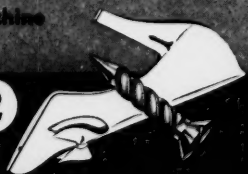
A sequence of heel attaching operations
utilizing the
Drive Screw Inserting Machine

1



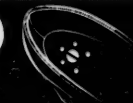
HEEL SEAT FITTING — This important first step in heeling operations utilizes a heel seat fitting machine to create a complementary fit between the heel seat of the shoe and the cup of the heel.

2



SCREW ATTACHING — The shoe, either on or off the last, and the heel are placed in the Drive Screw Inserting Machine which clamps the heel solidly in place and inserts a cement-coated drive screw to fasten the heel to the shoe.

3



HEEL NAILING — In the final operation, maximum security is obtained when the heel is nailed from inside the shoe with five nails by a wood heel nailing machine.

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BOSTON, MASSACHUSETTS

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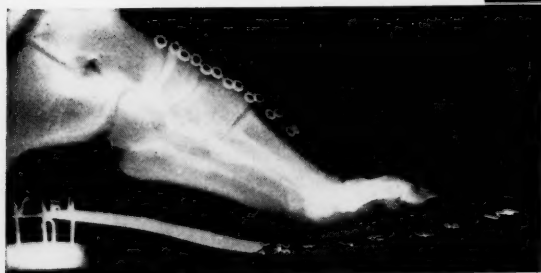
BOTTOMS STAY FLAT when you use Armstrong's Cold Filler. It goes in cold, right out of the pail. When it sets up, neither heat nor foot pressure can affect it. Thus Cold Filler never creeps or bunches.

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Armstrong's Cold Process Cork Bottom Filler is packed in five-gallon containers. Each container holds about 26 pounds.

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LEATHER and SHOES

ESTABLISHED 1890

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Elmer J. Rumpf

EDITOR AND ASST PUBLISHER

William A. Rossi

10 HIGH ST., BOSTON 10, MASS.

MANAGING EDITOR

Charles R. Byrnes

NEWS AND MARKET EDITOR

Irving B. Roberts

10 HIGH ST., BOSTON 10, MASS.

ADVERTISING MANAGER

Philip Melhado

CIRCULATION MANAGER

June Mason

OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi, C. R. Byrnes; Secretary: L. C. Bedford.

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EDITORIAL

Flouting The Facts And Figures

MR. Robert Nathan, professional juggler of economic facts and figures and modern fakir adept at the art of creating deceptive illusions and mirages, has returned to the national industrial scene. In order to high-pressure itself into a fourth round of wage increases the CIO hired Mr. Nathan to make what is unblushingly called an "economic report" showing that industry at this time could well afford a fourth round of wage increases. And, moreover, that such a wage boost would be healthy for the national economy.

Nathan, for a substantial fee, conveniently juggled a mass and mess of statistics, and provided the desired report. And though this bit of economic prostitution was devoid of sex it was nonetheless saturated in sin. It is grossly obvious that for a right price Nathan will accommodate the wants of any customer.

It was New Dealish Nathan who, right after the war, along with many other labor leaders and labor economists, dished out the propaganda that with the cessation of war production we were headed for a serious and sudden depression and unemployment running as high as eight million. The only way to offset this, they cried, was to boost wages and bolster the national purchasing power. As everyone knows, there was no depression. The demand for peacetime goods provided the greatest boom the U. S. ever saw, and the highest employment peak in world history.

In 1946, preceding the worst mass strike wave the country ever experienced, Nathan again hired himself out to the CIO to work up another "economic report" showing the wage boosts were warranted, that profits were exorbitant. He conveniently provided the dynamite with which labor blew a hole into industrial output and sane price levels.

Now Nathan is back with a report rife with deliberate economic distortions. It is curious to note that he has used a maze of figures all his own—figures not available from any other source, and devoid of statistical material which overwhelmingly disproves his warped conclusions.

Nathan is again making psychological use of the fear factor, stating that unless wage boosts are given now we are headed for a depression. This hits a new low for economic pandering, for preaching the lie to get across an untruth favoring the client.

Nathan's recent report stresses comparisons of corporate earnings now and in 1939, but avoids to mention that 1939, the so-called normal year, was a depression year with 9.5 million unemployed and a year in which 57.6 percent of corporations lost money.

He glibly states, for instance, that the steel industry could break even at operations equivalent to one-third of capacity. In 1931, 1934 and 1938 the industry operated at rates of 37.6, 37.4 and 39.6, respectively, and lost money in every case. In 1933 it operated at exactly one-third of capacity (33.1) and lost \$74.1 million, with wage rates of 59 cents an hour as compared with \$1.70 today.

Nathan's reasoning in his amazing report occasionally takes a sharp detour. For example, he states that the criterion for wage increases is the ability to pay. That is sheer socialism. It is the political or economic philosophy of soak the rich. It overlooks the simple truth that the mass killing of the fattest cows leaves only the emaciated and unproductive hovines to provide the meat and milk. But then, that is the basic goal of statism, and Nathan has long been celebrated as an advocate of that kind of economic and political system.

Nathan preys upon the presumed

naivete of the public by taking his customary vicious swipe at "swollen corporate profits." But he avoids showing a comparison of these profits over the past 40 years. In representative good years profits have averaged six percent of sales and nine percent of national income. In 1948 profits, in terms of these percentages, were appreciably below average, despite the large dollar volume of profits. He avoids statistics revealing that since last fall profits have fallen 45 percent, and continue to fall. He makes much of the "enormous" profits of the steel industry in the first quarter of 1949, but neglects to point out that in that quarter operations were averaging 101.5 percent of capacity, but by June had dropped to 82.2 percent, and at present stand at about 75 percent.

He neglects the basic fact that if you raise costs, through wages or anything else, you must raise prices. And the CIO, along with the public at large, has been vigorously campaigning for lower prices. But Nathan makes no effort to reconcile higher costs and lower prices. Nor does he make mention that real wages, because of declining prices, have been increasing—providing the equivalent of a wage boost with each passing month.

Now, though Nathan's report uses the steel and auto industries as his chief targets, the report is designed for a sweeping application to all industries, the shoe and leather industries included. The grossly distorted facts and figures in the report are being peddled by many unions as gospel truth in their current or planned bargaining procedures for wage boosts and other benefits. And therein lies its poison: that this twisted twaddle becomes the economic guide for much of labor.

But there is a significant moral to this whole thing. The fact that a presumably responsible economist wilfully submits to becoming the strumpet and mistress of economic distortions for a financial fee is a sorry indictment of presumably responsible labor. In short, the moral uncleanness belongs as much to the keeper of the mistress as to the mistress herself.

We have long talked about and hoped for the "maturing of responsible labor unions." Here we have an example neither of maturity nor of responsibility. Rather it is an example of selfish interest ignoring its great influence upon and responsibility to the progress of the nation, the welfare of the public, and the security of its own future.

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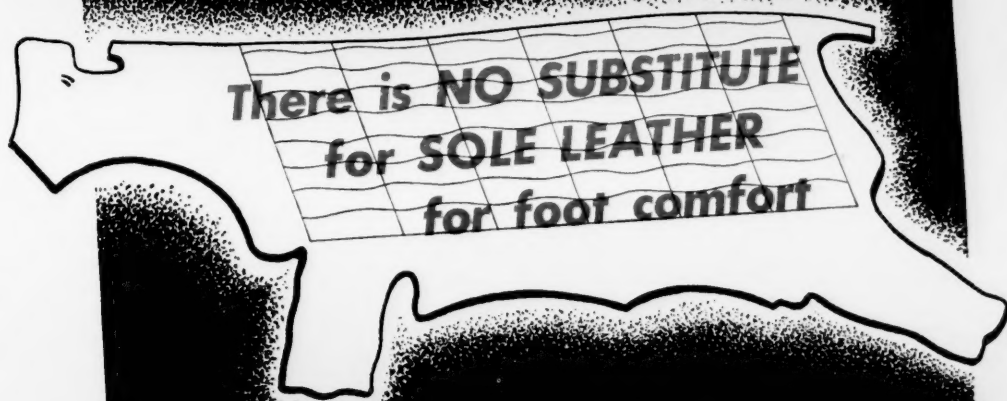
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NEWS

Brockton Asks Governor Dever Persuade Douglas To Negotiate

Governor promises to intercede as company considers plant sites in Maine.

Failure to reopen negotiations with officials of the W. L. Douglas Shoe Co. led Brockton Mayor Joseph H. Downey and Louis Rautenberg, president of the Committee for Economic Development, to call upon Massachusetts Governor Paul A. Dever for aid this week.

The action was taken after a second emergency meeting held in Downey's office with representatives of the Brotherhood of Shoe and Allied Craftsmen, bargaining agent for 600 Douglas employees failed to find a solution to the deadlock between company and union. Douglas has announced that it will close its Brockton plant permanently and move elsewhere. (L&S, July 30).

The desperation message to Gov. Dever asked him to contact adamant Douglas officials and persuade them to seek another solution to their dispute with the union. The company refused to arbitrate a new wage scale refused by the union and broke off negotiations last week. Attempts to call further meetings have proved of no avail.

Belfast Offers Site

Meantime, Douglas officials revealed that they were considering invitations to relocate their plant at Belfast and Lewiston, Me. City representatives offered the former Daly Bros. Shoe Co. factory in Belfast and the abandoned Pepperell Mills in Lewiston. Daly Bros. left Belfast last spring after the city refused to prevent opening there of another shoe factory.

The Brockton plant did not open Monday after BSAC secretary-treasurer Harold C. Sears claimed that several cutters had been asked to return to work as an "open shop." Douglas spokesmen claimed that the

factory would not open at any time under an open shop.

BULLETIN:—Governor Paul A. Dever of Massachusetts conferred with W. L. Douglas President Joseph W. Bartlett late this week in an eleventh hour effort to prevent the shoe firm from leaving Brockton. Dever reported some progress and said further talks were scheduled. In the meantime, the city of Belfast, Maine, has offered Douglas the former Daly Bros. shoe plant, rent-free and tax-free in an effort to bring Douglas there.

Despite attempts by Mayor Downey and the CED to contact Marshall H. Stevens, executive vice president of Douglas who announced the closing, company officials have refused to confer with union officials and ignored both special meetings at the Mayor's office. Stevens, however, said that the firm's board of directors might reconsider only if the union accepted company terms, calling for a special fifth grade.

John Fox, Gov. Dever's chief secretary, told Mayor Downey that the governor was "going right to work on this matter." Fox said, "The governor has interceded in other plant movings and has had remarkable success in saving over six major plants who had planned to move out of the state."

Navy Asks Bids On 26,082 Pairs. Oxfords

The Navy Purchasing Office, New York, has issued Invitation No. 5377 calling for bids on 26,082 pairs of black leather enlisted men's oxfords. Item 1(A) covers 14,917 pairs for delivery to the Naval Clothing Depot at Brooklyn, N.Y., while Item 1(B) covers the remaining 11,265 pairs for

delivery to the Naval Supply Center at Oakland, Cal.

Bids will be opened Aug. 30 in New York at 10:00 A.M. (DST) with delivery scheduled at 50 percent of each contract monthly during Oct. and Nov., 1949.

The Navy has also issued Invitation No. 5396 asking bids on 3000 pairs of women's black service oxfords. Bids will be opened in New York at 10:00 A.M. (DST) on Sept. 2 and delivery is scheduled at one-third monthly during Oct. through Dec., 1949 to the Brooklyn Naval Clothing Depot.

The Army announced award of a contract to Jones & Vining, Inc., Brockton, on QM-30-230-49-1426 covering 2592 pairs of oxford lasts at \$3.19 per pair.

John Marino Dissolved; Form New Corporation

John Marino, Inc., New York City manufacturers of women's high style shoes, has been dissolved and a new corporation set up in its place, according to John Marino, president of the firm. The new concern will be known as Marino and Son Shoe Corp.

The new Marino line will retail at prices considerably lower than its previous line. Retail prices which formerly ranged from \$27.95 to \$39.95 will now begin at \$18.95 and extend up to \$24.95. Marino announced that he has reached an agreement with Joint Council 13, United Shoe Workers of America, CIO, along the lines of the so-called LaValle formula.

ECA Authorizes Rawstock for Germany

Authorizations totaling \$3,020,000 worth of hides and skins for Bizonal Germany have been made by the ECA, with delivery to be made by February 28, 1950. Of the total, \$2,900,000 will come from Latin America including Brazil and Colombia. The remaining \$120,000 worth of raw material will come from the U. S. and Canada with no report of any buying from Argentina.

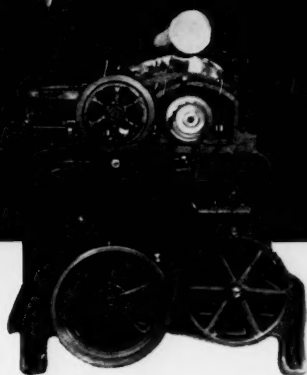
The grant is part of a continuous program to bring hides and skins into Germany of the type used there before the war. An authorization of \$3 million worth of leather has been temporarily held up. It is reported that objections have been made by one large German tanner, causing the delay despite agreements between ECA and the German industry. The grant is expected to receive authorization within a few days.

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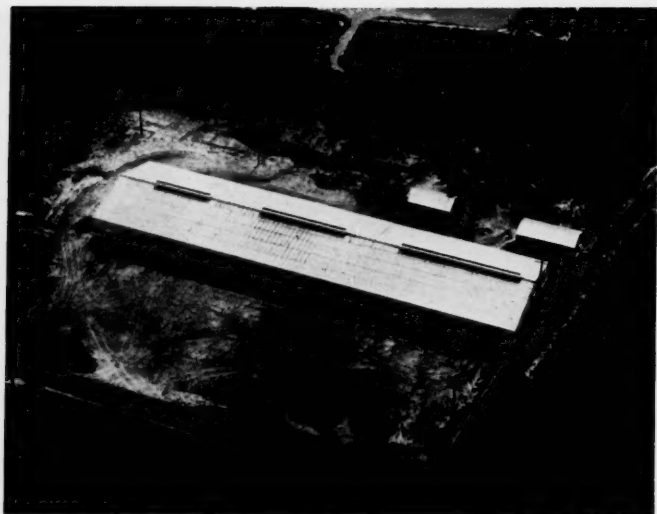
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Lakeland Tannery Signs \$2,500,000 Lea. Contract

Contract to produce more than seven million square feet of leather, approximately \$2,500,000 worth, has been signed by the Lakeland Tannery Co., Lakeland, Fla. The leather will be produced for William W. Lord, president of Paris Leather Co., Boston.

The contract will keep the Lakeland Tannery at full capacity for at least two years and require a 50 percent increase in production, according to Walter Engle, a director of the Lakeland firm. The plant, which has been producing approximately 200,000 sq. ft. of leather a month, will be re-

quired to turn out some 300,000 sq. ft. monthly under the terms of the agreement.

Lord who will supervise production of the leather and merchandise it through the Boston company is purchasing the leather at 35-cents a square foot. He recently sold a tannery in South Paris, Me., and has purchased a home at Lakeland.

The agreement "insures a payroll of at least \$7500 a month for the next two years," Engle stated. He said that additional new equipment will be needed at the Lakeland plant but that the present building space should prove large enough. The Lakeland Tannery has been in operation for the past three years.

Luggage & Lea. Goods Show Set for Big Week

With a record number of exhibitors and buyers anticipated, the annual New York trade show of the Luggage and Leather Goods Manufacturers of America prepared to open its doors for a five-day stay at the Hotel New Yorker, N. Y., on Aug. 3-12. Maurice A. Levitan, executive vice president of the Association, reported that the show is expected to arouse more buying interest than any previous show of its kind.

Exhibitors have taken over five full floors of the New Yorker this year as against the expected four. In addition to the displays which will be open daily for buyer inspection, a full program of meetings has been scheduled. These include the Eleventh Annual Luggage and Leather Goods Convention at which industry problems will be discussed, a general industry meeting on Monday with Leo Stein, Association president, and General Joseph W. Byron, formerly director of the Hide and Leather Division, National Security Resources Board, as principal speakers, and a Luggage and Leather Goods Industry Council meeting on Wednesday.

Sees Greater Stability For Hides and Skins

The next six months should prove a period of relative stability for U.S. hide and skin markets, according to John H. Patterson, economist for the National Shoe Manufacturers Assn. Speaking before the Association's board of directors at a meeting held Aug. 2 at the Waldorf-Astoria Hotel, N. Y., Patterson predicted a closer balance between supplies and requirements for the remainder of 1949.

"Our resume of developments in hide and skin markets during the past two and one-half years and our appraisal of the current supply and requirements situation both suggest that the decreases in hide and skin prices that have taken place so far this year have their origin in anxiety and concern over business in general rather than any developments in the shoe industry itself," Patterson stated.

"Barring unforeseen contingencies, the next six months should parallel the corresponding period of last year. During that time, we had the longest period of relative stability that we have had in hide and skin markets since decontrol."

Patterson added that while total

tough *

* see page 11

*Barbour's
Threads*

THE LINEN THREAD CO., INC.
NEW YORK, N.Y.



*tough**



TOUGH...BALANCED...UNIFORM...SMOOTH...STRONG...SUPPLE

August 6, 1949—LEATHER and SHOES

production of 231 million pairs of shoes for the first six months of this year "provides scant basis for optimism about any possible improvement in the shoe business, it means we are just about where we should be." He said that per capita consumption requirements for 1949 based on the experience of the five prewar years are 463 million pairs.

The NSMA economist foresaw a tight situation for calf and kip skin supplies during the next few months. He stressed the deterioration in the net import-export balance of the more important types of hides and skins to a net export balance of 78,000 in the first five months.

210 Golfers Meet

Shattering all previous attendance records, an appropriate total of 210 members teed off at the 9th Annual Golf Tournament of the 210 Associates, national philanthropic foundation of the leather, shoe and allied trades, held last week at the Kernwood Country Club, Salem, Mass. Prizes were awarded to winners in the three divisions at a dinner attended by 250 guests.

Winner of the Gold Cup, perpetual trophy presented to the Association by *Creative Footwear*, Abe Zimmerman of Allied Shoe Co., Boston, low net winner, 15 handicap or under, who scored 79-68. William Freeman, O'Donnell Shoe Co., Boston, carded 78-62 to annex the first Abraham Shapiro Memorial Trophy for low net winner with handicap 16-30.

Alden Aronson, Webster Shoe Co., Webster, Mass., took a special award for the longest drive on the first hole.



Abe Zimmerman, Allied Shoe Co., holds Gold Cup presented to him by George Kaplan, chairman of the golf committee, 210 Associates. Zimmerman shot a low net in the 15 handicap or under to win perpetual cup.

Putting prizes went to B. Berwick and W. Crosby, both of Boston. A chip shot which landed six feet from the pin gave John F. Flanagan, Pentucket Die Co., Haverhill, first honors for the best second shot nearest the pin on the 13th hole.

CLASS A

- 1st Gross....Mel Ornstein—75
- 2nd Gross....E. Smith—78
- 3rd Gross....Ray Brady—79
- 4th Gross....M. C. Simons—79
- 1st Net....Robert Gorevitz—75-68
- 2nd Net....Clyde Rycroft—81-72
- 3rd Net....N. P. Lyons—81-72
- 4th Net....William Rose—80-72

CLASS B

- 1st Gross....Wm. Freeman—78
- 2nd Gross....Abe Zimmerman—79
- 3rd Gross....O. Rock—81
- 4th Gross....L. Klamberg—81
- 1st Net....R. Topaz—82-62
- 2nd Net....Merton Tarlow—83-63
- 3rd Net....H. C. Johansen—86-66
- 4th Net....Sam Goldman—86-67

CLASS C

- 1st Gross....E. Burt—88
- 2nd Gross....Richard Tarlow—88
- 3rd Gross....L. R. Shindler—88
- 4th Gross....S. Shain—89
- 1st Net....H. Copland—93-63
- 2nd Net....Orrin Hall—87-64
- 3rd Net....Charles Gutman—94-64
- 4th Net....David Shapiro—94-64

tough *

* see page 11

Pratt Institute Prepares For Third Class

With members of its first class recently graduated and already placed in industrial positions, and a record second class now in session, Pratt Institute, School of Leather and Tanning Technology, Brooklyn, N. Y., is receiving applications for its third class which begins this Sept.

Rolf Quarck, chairman of the finance committee, reports that the school tannery has been in operation for the past six months. In addition to the regular program, students have had the benefits of lectures by prominent tanning and allied trades specialists and have visited tanneries and other plants and laboratories. G. Arthur Brown, formerly with the Leather Division of the Quartermaster General's staff, has joined A. W.



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and **SHOES**

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(Formerly Hide and Leather Publishing Co.)

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CHICAGO 6, ILL.

Goetz, director of the school

Sponsors who have contributed to the financial support of the school now number 115 tanners, 70 member firms of allied trades and 24 individuals, according to Quarek. His report reads, in part: "Since it is the purpose of the school to attract capable young men to the tanning industry, the charges have to be kept at a moderate level, hence the school will probably operate at a deficit at all times. Compared with the benefit derived for the industry, this deficit is negligible.

June Chain Sales Off 4.5%

Dollar sales of the five leading retail shoe chains during June were down 4.5 percent from a year ago, the Tanners' Council reports. The same chains had reported an average drop

of 5.4 percent in May as compared with May 1948.

Although sales during the first half of 1949 were actually .3 percent above those for the first six months of 1948, the addition of 55 additional retail units or 3.7 percent more than a year ago accounted for the gain.

	Number of Stores June 1948	Number of Stores June 1949	% Change Sales June 48-49	% Change Dollar Sales June 48-49	% Change Dollar Sales J. 1-6-June 48/49
A. S. Beck	117	123	+5.1	-7.0	-4.3
Edison	191	208	+8.9	-2.3	+3.0
Kinney	310	305	-1.3	+3.2	+4.5
Melville	530	556	+4.9	-9.4	-3.1
Shoe Corporation	319	329	+3.1	-9.1	+3.9
Total	1,467	1,522	-3.7	-4.5	+0.3

Houghton Revises Leather Packing Standards

E. F. Houghton & Co., Philadelphia manufacturers of oils, leathers and metal working products, has announced plans to revise and simplify standards for commercial hydraulic packings of leather and fabricated rubber.

With industry today requesting fewer sizes and more closely related standards as between types of packings, the company has published new tables as supplements to existing handbooks on the following: "V" Packings, Leather; "V" packings, Fabricated; Cup Packings, Leather and Synthetic Rubber; and "U" Packings, Leather. The supplements have been made available to all industrial users.

While older sizes are still available, new business will be directed to more simplified sizes. Handbooks on leather and synthetic rubber packings will be completely revised later this year.

Britain Cuts Shoe Prices

During the past few months, the demands of British labor unions for higher wages and lower living costs have risen to a clamor. Last week the British Labor Government tried to soften the din. Board of Trade president Harold Wilson announced a cut of five percent in retail prices of certain types of shoes, utility clothing and household textiles, effective this Sept.

The reduction, expected to bring down prices on these items an average of 20 cents of each \$4, will be spread eventually between manufacturers, wholesalers and retailers, according to Wilson who termed the move "an essential contribution to dealing with the present economic difficulties." Prices on utility shoes now run from \$6 to \$16.

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A true boots-and-saddle brown, **CALCOCID BROWN RD EXTRA** lends color character and richness to many high-styled leather articles for ranch wear, sports, travel and town use.

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Let your Calco representative help you improve your dyeing operations through selection of the right dyes for each job.

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Friends and associates of Otto Bors-Koefoed, recently-retired manager of the metropolitan New York territory for Compo Shoe Machinery Corp., Boston gather at Witel's Danish restaurant in New York for a farewell party. Koefoed who has been with Compo since 1929 when the company first started in business was given a gold wrist watch. Seated from left to right: William Duffy, William Solar, Mrs. Norma Schumaker, Otto Bors-Koefoed, Mrs. Koefoed, James B. O'Brien, Mrs. Frank LaFemina, Mrs. James B. O'Brien, Miss Clara O'Brien, Mrs. David Varga, David Varga, Frank LaFemina, James Smith, Miss Pearl Krell, Emil Bilotta, Thomas Torio, Mrs. William Duffy. Standing: John Koefoed, Mrs. John Koefoed, Mrs. Dane Koefoed, Dane, Koefoed.

General Shoe Corp. Marks 25th Anniversary

This month, General Shoe Corp., Nashville, Tenn., which ranks among the four leading shoe manufacturers in the world, celebrates its Silver Anniversary. The company which began as the Jarman Shoe Co., was founded on Aug. 5, 1924 by J. F. Jarman, and W. H. Wemyss in association with J. H. Lawson.

A year later, the firm incorporated for \$130,000 and in 1926, it sold a million dollars worth of shoes. In 1933, it became General Shoe Corp., and added its first branch in Gallatin, Tenn. Last year, the company listed

some 18 branch factories, nine subsidiaries including two in Mexico and one in Peru, 71 men's and five women's retail stores, and produced a total of 15,397,203 pairs of shoes. Its present chairman of the board, Maxey Jarman, first joined the firm in 1924 as a part-time office boy.

QM Wants Lasts

The New York Quartermaster Purchasing Office will open bids on August 29, at 3:00 P.M. for 9,996 pairs of Munson 1949 hinge lasts. The order, QM-30-230-50-46, calls for delivery by November 30 for the Army.

Hide Supply Down

Production of domestic hides and skins for the first six-months of 1949 fell below output for the corresponding period a year ago, according to the Office of Domestic Commerce. This drop in domestic output coupled with a decline in imports, particularly in the bovine types, and higher exports have resulted in a lower supply than for the same period a year ago.

Despite a seasonal increase in inspected slaughter during June, the Bureau sees no indications of immediate improvement in the supply situation. Domestic production is not expected to improve much with the next few weeks and the recent Argentine trade agreements with Great Britain, Western Germany and Czechoslovakia will probably keep imports at a low level.

Export quotas on calfskins and horsehides recently established by France will result only in small "token" shipments to the U. S., the Bureau states. However, a sudden spurt in leather sales would lead to greater activity on hides and skins markets due to the low inventory position in all branches of the trade.

U.S. To Spend \$3 Billion On Shoes During 1949

The American consumer is expected to spend an aggregate of \$3,050,000,000 for shoes and slippers during 1949, according to a newly-issued study of consumer apparel purchasing estimates by the U. S. Chamber of Commerce. During 1948, U. S. consumers spent \$2,987,000,000 for shoes and other footwear and in 1947, the figure was \$2,975,000,000.

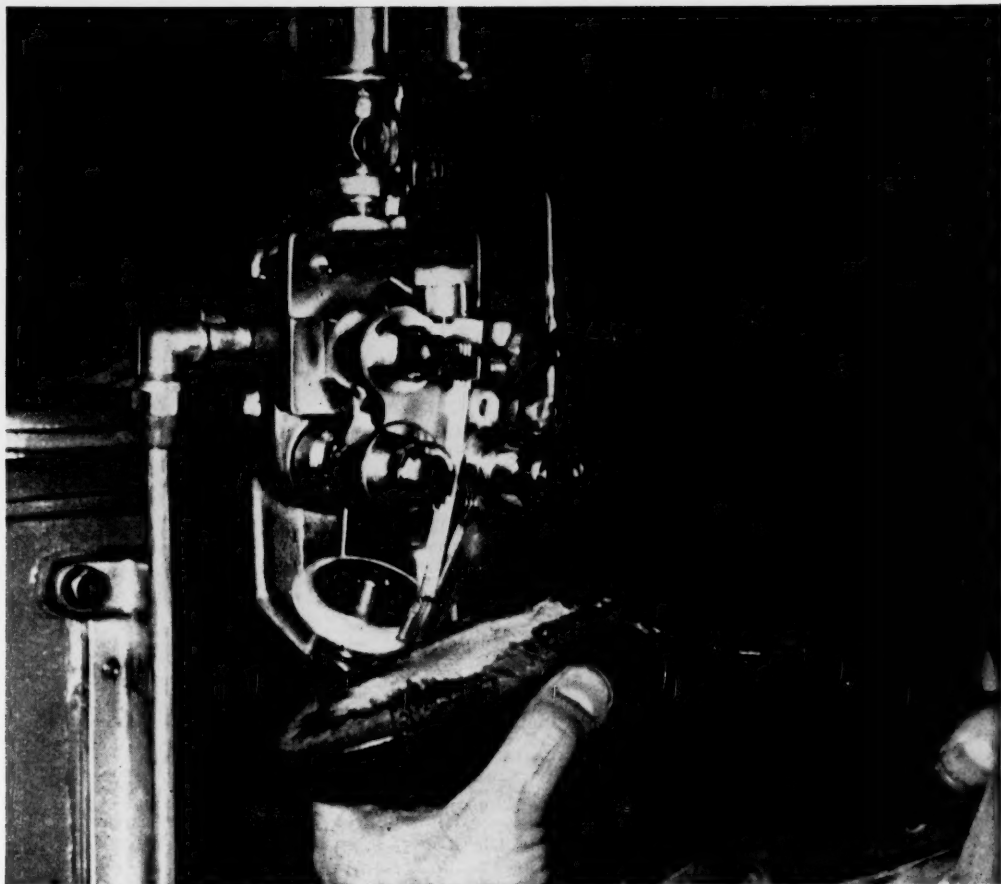
Women are expected to buy \$1,290,000,000 worth of this or \$31.30 per person. Estimated expenditures for men are \$870 million or \$17.40 per man. Girls will invest \$500 million at \$21.80 each while boys will pay a total of \$390 million, averaging \$16.60 each.

Percentagewise, men are expected to devote 12 percent of their clothes budget to shoes and slippers, with women approximating this figure. Girls will spend 18 percent of their budget while boys will allot some 21 percent of their apparel purchases to shoes and slippers.

No estimate was made of the amount to be spent on shoe repairing although Dept. of Commerce figures show a continuing decline from \$293 million in 1946 to \$275 million in 1947 and \$261 million in 1948.

tough

* see page 11



Compo Bottom Cementing Machine, Compo Shoe Machinery Corp., Boston, Mass.

Millions of shoes bonded for life... as only HYCAR can do it!

THE operator pictured here is applying a special Hycar American rubber adhesive to a shoe. The adhesive will bond the sole to the upper for the life of the shoe—will resist the effects of water, oil, gasoline, sand and grit as long as the shoe wears.

It is used to bond soles made of natural and synthetic rubbers, plasticized polyvinyl chloride, polyvinyl impregnated fabric, cork and rubber, etc., to uppers made from nylon, silk, polyvinyl sheeting, coated fabrics. Millions of pairs of shoes get this Hycar "start in life" every year.

Hycar has been used for the past

few years in the commercial manufacture of many types of shoe cements. This Hycar adhesive was developed by the Compo Shoe Machinery Corporation to meet the need for a permanent cement for non-leather footwear. In tests of all types of materials, only a Hycar compound

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Hycar American rubber is used in many applications where its outstanding resistance to heat, cold, abrasion, weather and wear are necessary to meet rigid service conditions. Hycar is light in weight, oil and gas resistant. It may be used as a modifier for phenolic resins... as a plasticizer... as an adhesive... as a latex for coating or impregnating.

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SPOT News

Massachusetts

● William Freeman has purchased the entire stock of O'Donnell Shoe Co., Inc., Lynn, from Jacob Golden, it is reported.

● Assets of King Slipper Mfg. Co., Boston, were reported sold recently for \$1600 at a private sale.

● W. L. Douglas Co. has sold out one of its buildings in Montello and is reported negotiating for the sale of another. The first, sold to M. B. Claff & Sons, Co., Randolph, has three floors of 8000 sq. ft. each. The Claff Co. has not revealed what it will do with the building.

● William Henry Shoe Co., Boston, is now making a new paratrooper's boot for men and boys to retail at \$5 to \$6. The boot is being sold through David Turesk at 186 Lincoln St., Boston.

● Fashion Trend Footwear, Methuen, manufacturers of women's casual shoes, recently opened a sales office at 186 Lincoln St., Boston. Norman Holtz, new sales representative, will be at the office on Wednesdays and will cover New England and New York State.

● Chris Laganas Shoe Co., Lowell, has added a new line of women's walking shoes with notched extension soles, retailing at about \$6.

● Gerber Shoe Co., Lawrence, has added a new line of ballerina type shoes to its regular line of casuals. The shoes are made on a new square toe last and retail at about \$3.

● A. G. Walton & Co., Inc., Chelsea, has added a line of men's and boy's dress welt shoes to its regular McKay lines. The shoes are made to retail at about \$5.

New Hampshire

● Cutters in New Hampshire shoe factories have been commended as "Kings of the Shoe Workers" in a feature story published by a Manchester newspaper. The article cited Joseph F. Landry, 36-year old cutter at Evangeline Shoe Co., East Manchester, as typical of this group of workers who average \$75 to \$80

per week and need "years of training and experience to learn to cut patterns out of every hide so a minimum of leather goes to waste."

● National Shoe and Leather Co., Epping, has added a beautician's shoe to its line of women's arch-type shoes. The shoe has a white rubber sole, is made with a special prewelt construction, and retails at \$4 to \$5.

Rhode Island

● Dorette Novelty Co., Providence manufacturers of handbags and accessories, has purchased a building in Providence formerly owned by International Braid Co., and will transfer all manufacturing facilities there shortly.

New York

● Business of David Stein Shoe Co., Inc., New York City wholesalers of men's footwear, has been discontinued, it is reported.

● At a recent meeting of creditors of Julliard Shoes, Ltd., New York City, total liabilities were reported at \$11,400, including mortgage on the plant, while total assets were \$15,500. The committee agreed to a two months extension after which affairs will be re-examined to determine the amount of payment to be made. It was reported that the debtor expects to raise new capital.

● The New York Quartermaster Purchasing Office has set up a Small Business Liaison Unit to foster effective cooperation between industry and the Quartermaster Corps and establish an official and permanent contact for small business concerns to aid them in selling to the QM Office, as well as other procurement offices.

New Jersey

● M & M Suitcase Co., Jersey City luggage manufacturers, has leased new space at 930 Newark Ave. Its former factory at 21 Carbon Place was destroyed by fire several months ago.

● Nash, Inc., Jersey City leather goods manufacturers, has announced plans to build a new three-story plant. When completed, an additional 150-225 workers will be hired. The company specializes in the manufacture of leather wallets.

Washington, D. C.

● Argentina has signed a pact with Czechoslovakia providing for the trading of goods valued at \$40 mil-

lion annually. The European country will receive hides, quebracho extract and other goods in exchange for machinery and equipment.

● The Seventh-Day Adventist General Conference is sending 60,000 pairs of half soles to Germany. The remainder of the \$50,000 shipment will consist of clothing and nails to attach the soles.

● Shoe store sales reached \$390 million for the second quarter of 1949 as compared to \$395 million for the first quarter, after seasonal adjustments, the Dept. of Commerce reports. Adjusted totals for the four quarters of 1948 were successively: \$380 million, \$390 million, \$380 million and \$387 million. The study declared that shoe sales "have been characterized by relative stability over a period of about three years."

● Industrial production indexes for leather and leather products are holding fairly constant, according to the Federal Reserve System in a recent study of June industrial production. Taking 1935-39 as a base equal to 100, the index shows 102 in Nov., 1948 and the same for June 1949, after adjustments for seasonal variation. All industrial production, however, was down 13 percent from Nov. to June.

● Last year there were 406,000 "full-time equivalent employees" in the leather and leather products manufacturing industries, and their average annual earnings were \$2,409, the Commerce Dept. reports. The same number earned \$2,313 in 1947 whereas 411,000 earned \$2,131 in 1946.

● The Munitions Board has announced that it is establishing a Military Procurement Information Center to help business seeking contracts with the Army, Navy and Air Force. Businessmen will be able to utilize services of the new office, designed to eliminate the middleman, by personal visit, telephone, wire and mail.

● Excise tax collections on luggage during all of the fiscal year ended June 30, 1949, totaled \$82,607,133, a gain of almost two million over the preceding year, the Bureau of Internal Revenue reports. However, a large part of the year's gain came from the June figures which amounted to \$7,757,916 or a gain in that month alone of \$1,297,000 over the same month in 1948.

● Revised Philippine import regulations, effective Aug. 1, reduce import quotas for products manufactured from leather and imitations. The new regulation also eliminates the price list formerly applied to rubber footwear imports.



CHARMOOZ

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AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99,

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Features

Haverhill---

Story of A Troubled Shoe Town

By Glenna Apteker

30 years ago it made 25 percent of the nation's shoes; today about three percent. Its troubles: high labor costs, novelty shoes, unbranded lines, no promotion.

THE STORY of Haverhill's shoe industry is one typical of many other New England cities and towns. Haverhill, once the queen city of the shoe industry, is being pushed steadily down the competitive ladder.

Haverhill has suffered from an exodus. The city is now going through a levelling-off period along with that of national industry, but Haverhill's is more severe than that elsewhere.

The shoe industry is the backbone of Haverhill. What has happened to Haverhill and why? And what will happen to Haverhill's position in the shoe manufacturing field? In tracing Haverhill's industry, we have a somewhat parallel example of other New England towns such as Lynn, Salem and Brockton. (In 1899, Mass-

achusetts produced 47.1 percent of the nation's shoes. A half century later, in 1947, this figure had declined to 17.3 percent.)

The close of the War of 1812 marked Haverhill's beginnings as a shoe manufacturing center. Hand-turned shoes were made in Haverhill by 23 manufacturers in 1832 and 42 manufacturers in 1837.

Rise and Fall

The peak of Haverhill's prosperity was in 1919 when the city produced 81,830,680 pairs of shoes and the city led the entire nation. In the 1920's Warren Ordway brought the McKay machine to Haverhill and the demand for turn shoes decreased. Haverhill manufacturers were quick to change their lines of production to women's novelties.

However, Haverhill's industrial headaches began prior to the dark days of 1929. In the period between 1927-29 Haverhill suffered a loss of 38 shoe factories, 1256 shoe jobs and \$1,189,820 in shoe wages. This is proof that then, as now, Haverhill had a depression apart from the national crisis.

The reasons for the city's plight at that time were summarized in a survey taken by the Massachusetts Department of Labor. "The depression in the shoe industry in Haverhill . . . in recent years is due to extreme novelty shoes, delays in reaching working agreements and wage adjustments, delays in filling orders and the cancellation of orders, high piece rates and labor costs, the inability of manufacturers to make a profit and at the same time sell shoes of like grade and style, and to restrictive rules as to hiring and discharging of employees."

Labor Problem

Shoe manufacturers and their spokesmen are quick to place the entire responsibility for existing conditions upon labor costs and the inability of manufacturers to work together with the union.

The first important shoe strike seen in the city was in 1860. The strike was broken when the stitchers re-

Year	Shoe Factories	Capital Invested	Value Of Stock	Paid Wages	Workers	Value of Products
1936	52	\$4,122,133	\$ 5,873,166	\$ 3,701,905	4522	\$11,536,008
1937	51		6,091,517	3,881,422	4708	12,096,961
1938	37	2,181,802	4,327,802	3,051,711	4224	9,643,854
1939	37		6,086,785	3,715,792	4713	11,756,138
1940	33	2,768,405	5,667,883	3,366,108	4161	11,043,284
1941	40	4,031,558	8,749,464	4,717,920	4836	16,370,103
1942	40	4,838,311	11,456,871	5,965,311	4922	20,513,093
1943	38	4,841,518	11,909,570	6,063,446	4242	22,174,197
1944	42	5,694,586	13,013,850	6,439,142	3975	23,816,739
1945	45	5,942,555	13,672,106	7,221,092	4108	26,188,894
1946	66	8,830,750	20,183,353	11,007,377	5452	39,085,423

Source: Massachusetts Bureau of Labor Statistics

fused to follow it. In 1886 the workers organized but the manufacturers fought back with two lockouts in 1888.

The second major strike took place in 1894-5 when the union accepted funds from one lasting company to fight another. The shoe workers joined the Boot & Shoe Workers Union but failed to get the support they expected. The lasters of the city joined the revived Lasters' Protective Union in 1898 and stayed independent until 1901.

The turn workmen, the most skilled working element, formed the Shoe Workers' Protective Union in 1899. The union's chief policy was first an uncompromising opposition to arbitration as practiced by the Boot & Shoe Workers Union. By 1902 the cutters had joined the Protective along with the other workers. The union lost power in Haverhill, however, due to its strike-breaking activities. The United Shoe Workers of America came to Haverhill shortly after its organization and by 1910 had signed many workers.

December, 1912, witnessed a trial of strength at Witherell & Dobbins' factory when the cutters quit on the call of the USWA. The cutters were blacklisted and in sympathy all of the cutters of the city quit their jobs. After several court sessions the strike was called off in May and the union left Haverhill.

In 1917 the Protective returned to Haverhill and signed up most of the workers. The city then ceased between unions with several attempts at setting up permanent arbitration boards. Most of the workers were signed up with the Boot & Shoe Workers' Union by 1936.

The Boston News Bureau stated in 1923, "Boston has been gaining at the expense of . . . Haverhill by attracting some of the shoe concerns which on account of 'never-ending labor troubles have left' . . . strikes and other labor complications are fast becoming intolerable."

The union now in force in Haverhill, the United Shoe Workers of America, CIO, entered Haverhill in 1942. Most of Haverhill's shoe factories are organized with the union as bargaining agent. There have been few strikes since the advent of CIO.

Labor Costs Higher

Union officials here have done their utmost to combat strikes rather than incite them. On several occasions Haverhill's manager-treasurer Joseph C. Goyette has sent an angry crew

back to their machines while he ironed out the situation with the manufacturer.

Labor costs in Haverhill are higher than they are elsewhere. This, of course, puts the city in an unfavorable competitive position. In June, 1948, Haverhill workers were receiving an average hourly wage of 1.147 dollars while the national average was 1.076 dollars. Union officials claim that there is a decided labor differential in Haverhill. Shoeworkers in Haverhill know how to make shoes. However, the shoe industry has become rooted in other sections of the country for enough time to gain skilled artisans there. The labor differential is quickly becoming a thing of the past.

Walter Espovich, counsel for the Haverhill Shoe Mfrs.' Board of Trade, said, "Twenty years ago Haverhill had a differential in labor. Now it has disappeared. Conditions in New England are not favorable due to high labor costs. There are now more shoes being made in the country than are needed, and Haverhill as a high labor cost area gets only the overflow of the business."

Fancy stitchers who received 51 cents an hour in 1941 now get as much as \$2 an hour. Bed lasters who received 80 cents an hour in 1941 now get \$2 an hour. Edge trimmers who were paid 74 cents an hour in 1941 now receive from \$2.50 to \$3 an hour. An example of Haverhill's labor situation is a recent case that went before the State Board of Arbitration. An edge setter who received \$103 for 40 hour week was granted an extra 12 cents per case of shoes by the board.

Manufacturers in the city agree that Haverhill's labor cost is out of balance with the national wage scale. Many admit that invitations to move their plants to other cities are seriously considered. Some manufacturers have moved to outlying towns, others have originally set up their factories out of town due to Haverhill's costs. There are now about 15 owners whose homes are in Haverhill but whose shoe factories are in small New Hampshire towns or neighboring Massachusetts locales.

Between 1946 and the present there have been about 21 casualties in Haverhill's shoe industry leaving about 44 factories in the city. It must be admitted that those factories forced to close were new ones that opened during the war. However, they are logically the first to be forced out of business as the pressure on them was more drastic.

Shoe Mfrs. Guilty

One of the reasons for Haverhill's high labor cost is due directly to shoe manufacturers themselves. During the war the scarcity of skilled factory help caused manufacturers to bargain, sometimes unscrupulously, for help. A manufacturer might offer a worker an extra \$5 a week to leave his present employer. And the worker, on notifying his employer, would receive the answer, "If you're worth \$5 more a week to him, you're worth it to me, too. I'll give you the \$5 raise and you stay here." Once a price is established for a particular job in a particular factory it is very difficult to lower it.

A representative of the Shoe Manufacturers' Board of Trade said that when the balance becomes 5 workers to 3 jobs, wages can be lowered. He said that the present ratio in Haverhill is 3½ workers for every 3 jobs.

Novelty Shoes

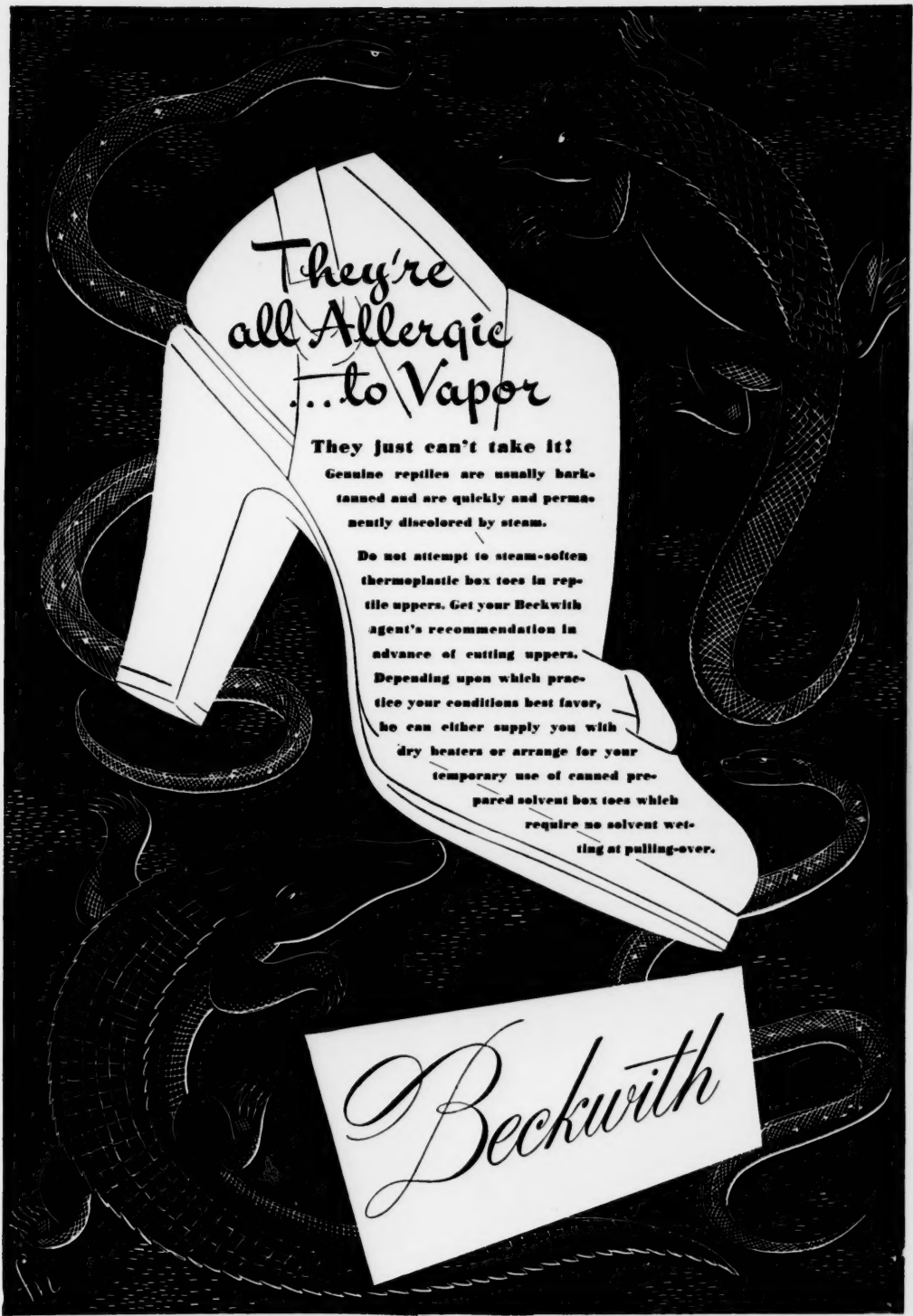
Labor conditions are by no means the only reason for Haverhill's backsliding. Haverhill's shoe industry is centered in high-style novelty shoes, the riskiest part of the shoe industry. About 46% of the local shoe factories concentrate on low and medium priced novelty shoes. If, as many other manufacturers do, Haverhill manufacturers are late on delivery, they are more apt to take a loss on the returned merchandise because of its vital timeliness. Shoe manufacturers can make errors in choosing styles to produce during a season's run, but this is far more drastic in the novelty field.

Haverhill does not carry nearly as many nationally advertised lines as do Midwestern manufacturers. Most shoes made in Haverhill are either brandless or made to the customer's order with the retailer's name in the sock linings and on the boxes. Only one-third of Haverhill shoe manufacturers have a registered trade mark. Haverhill manufacturers can't expect to continue to produce and merchandise "mongrel" shoes. Sales promotion is badly needed in Haverhill.

Mail Order Shoes

Haverhill has not remained entirely in the industrial background, however. At least three mail order shoe firms have sprung up in the city within the past year and a half. These firms are run by manufacturers seeking new outlets for their

(Continued on page 30)

A black and white illustration of a shoe, possibly a loafer, with a snake coiled around it. The snake is depicted with a detailed scale pattern and is positioned as if it is about to bite the shoe. The background is dark and textured.

They're all Allergic ...to Vapor

They just can't take it!

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Depending upon which practice your conditions best favor,

he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

Beckwith

Sales Report On Leather Colors

The Tanners Council, in its first survey of sales on leather colors, based on tanners' actual deliveries and retail shoe store sales, reveals an interesting statistical picture.

LAST Spring everyone was talking blue. Blue was the big seller in shoe stores. But exactly how big was blue from a sales viewpoint? What percentage of sales did it represent in the total leather color range? A careful survey by the Tanners Council, a new and important step in checking actual sales facts on the basis of tanners' deliveries and retail sales, reveals that blue represented 12 percent of sales.

In men's shoes, browns accounted for 40 percent of sales, tans 22 percent, blacks only 15 percent, while burgundy made a good showing with nine percent.

The survey, based on a representative cross-section of men's and women's shoe sales, in regard to leather

WOMEN'S SHOES		
Retail Sales by Colors—Spring 1949		
Town Colors	%	Mode Range
Black	38.2	30-45
White	15.2	5-20
Brown	15.6	10-20
Green	4.8	3-10
Red	7.2	3-10
Blue	12.0	10-18
Grey	2.7	1-5
Tan	2.1	1-5
Others	2.2	
100.00		

Resort and Casual Colors Including Sun and Sea Colors		
	%	Mode Range
White	21.8	15-30
Sun Copper	9.8	7-15
Turftan	14.0	10-20
Misty Grey	5.1	3-10
Sailing Red	12.1	10-20
Greens	15.0	12-25
Blues	5.2	3-10
Multicolored	5.4	3-10
Black	10.4	8-20
Others	1.2	
100.0		

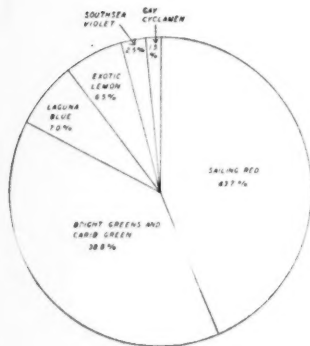
er colors, is presented here in graphic form. It is expected that a similar report on actual sales ratings of various colors will be published semi-annually.

In an effort to improve the value of its color coordination program, the Tanners' Council has initiated in the past year considerable research in the field of shoe color and style.

The prime reason behind the effort to render the color program more valuable has been the growing recognition of insufficient emphasis given to shoes and to leather accessories in a style sense. In contrast with other items of apparel, shoes and leather accessories have not received maximum possible style emphasis by the arbiters of fashion and by consumers.

WOMEN'S SUN AND SEA COLORS*

TANNERS' LEATHER DELIVERIES
SPRING SEASON 1949



* REPRESENTS 5.1% OF TOTAL DELIVERIES OF WOMEN'S LEATHER—SPRING 1949

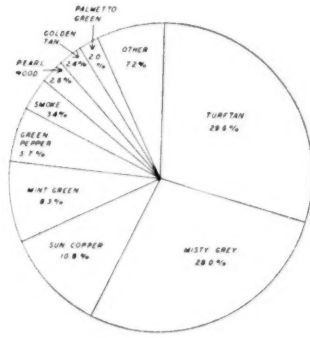
WOMEN'S TOWN COLORS

TANNERS' LEATHER DELIVERIES
SPRING SEASON 1949
BY MAJOR COLOR GROUPS



WOMEN'S RESORT AND CASUAL COLORS*

TANNERS' LEATHER DELIVERIES
SPRING SEASON 1949
(EXCLUDING WHITE AND BLACK LEATHER)



* REPRESENTS 8.6% OF TOTAL DELIVERIES OF WOMEN'S LEATHERS—SPRING 1949

MEN'S SHOES

Retail Shoe Sales—By Colors—Spring 1949 Smooth and Grain Leather

	%	Mode Range
Black	15.5	10-20
White	5.0	3-8
Browns	40.8	35-50
Tans	22.7	15-30
Cherrytone	4.8	2-7
American Burgundy	9.2	4-10
Other	3.0	
	100.0	

Brushed (Suede) Leather

Mission Brown
Midnight Blue
Tobacco Tan
White
Vagabond Grey

MEN'S SMOOTH AND GRAIN LEATHERS

LEATHER DELIVERIES SPRING SEASON 1949 MAJOR COLOR GROUPS



MEN'S BRUSHED (SUEDE) LEATHERS

Tanners' Leather Deliveries Spring Season 1949

In Order of Importance:

1. Mission Brown
 2. Tobacco Tan
 3. Midnight Blue
 4. Vagabond Grey
 5. White
 6. Grey Bark
 7. Others—Black
- Green
Maroon
Natural

Instead of being a focal point of style interest, shoes have frequently been a subordinate element in the fashion picture. It has not been unusual to find a fashion editor believe that shoes should be a subdued classic note, an inconspicuous background for new departures in feminine apparel. There is no basic reason why that should be the case and why the inherent appeal of leather, fortified by the unique colors and textures of which leather is capable, cannot be used to give outstanding style significance to shoes and other leather goods.

To achieve a sound base for shoe

and accessory promotion it is essential to minimize the economic risks of color diversification. These are greater in the leather and shoe industries than in any other lines by virtue of longer processing periods and the relatively costlier investment in raw material. To meet style risks the Council originally undertook the leadership of a cooperative program to select official standard colors for each season. The broad program consists of three coordinated steps:

(1) Color committees of the Council, shoe manufacturers' and shoe retailers' associations meet, in cooperation with the Textile Color Card Association, to select a specific range of colors consistent with the fashion trend.

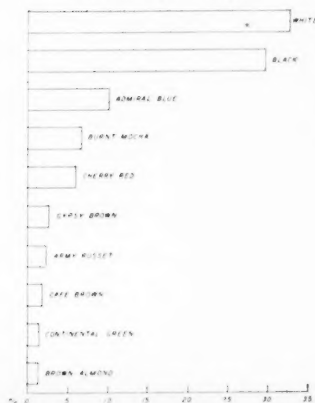
(2) Following the selection of official colors, swatches of the approved new shades are made available to tanners and color cards are published for distribution in the leather and shoe trades. The cards provide tanners, manufacturers and retailers with a clear indication of the range of colors selected and potentialities of promoting footwear and accessory coordination.

(3) The final and logical step in the program is the exhibition to shoe and other leather goods manufacturers of various leathers finished in the official color selections. This is done at the semi-annual leather exhibits or shows sponsored by the Council.

Achievement of color standards is

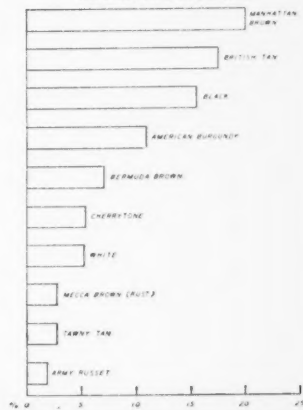
WOMEN'S TOWN COLORS

LEATHER DELIVERIES BY TANNERS SPRING SEASON 1949 TEN MAJOR COLORS IN VOLUME



MEN'S SMOOTH AND GRAIN LEATHERS

LEATHER DELIVERIES BY TANNERS SPRING SEASON 1949 TEN MAJOR COLORS IN VOLUME



Liming, Deliming And Pickling

By Paul I. Smith

LIME is still the most important chemical for plumping at pH 12.5, which is the value of the ordinary lime liquor. Controlled plumping or swelling of the skin takes place without attacking by hydrolysis the collagen fibres. The tanner cannot dispense with lime but he can accelerate its action as a plumping agent by adding sharpening agents, such as sodium sulphide, arsenic sulphide and caustic soda. By their use it is possible and economical to achieve maximum and controlled plumping in the minimum time without loss of skin collagen. One disadvantage of using lime alone is that whereas freshly made lime liquor is not favorable to the growth of proteolytic bacteria a drop in pH tends to provide conditions in which these bacteria may become more active and so bring about loss of valuable skin proteins.

Sodium sulphide is available in flake form, the concentrated 62% Na_2S , being preferred by many tanners. The sodium sulphide content is about 60.7% with total sulphides ranking as 62%. Sodium sulphide is very soluble in water and combines with 1 mol to form equal amounts of NaSH and NaOH .

Arsenic sulphides were the first sharpening agents and they are still of importance to tanners. Realgar or Realgar is probably the most familiar form. This is an impure form of As_2S_2 . The orpiment or yellow arsenic sulphide, As_2S_3 , is cheaper than the red and gives equally good results.

Chemically there would appear to be no tangible advantage in using arsenic sulphides instead of the more convenient and less toxic sodium sulphide, which with lime gives excellent results for liming and depilation. It is, however, important to remember that the calcium arsenite formed also plays an important part in unhairing.

Deliming

Hydrochloric and sulphuric acid are still the most important chemicals for deliming. The former is available in strength varying from 27.9

to 35.2% (18 deg. Bé to about 22 deg. Bé.) while sulphuric acid (oil of vitrol) is generally used in strengths from 74.36% H_2SO_4 to 98% H_2SO_4 (58 deg. Bé to 66.35 Bé.). Apart from the two mineral acids, which offer the advantage of cheapness and ease of use, there are a number of other deliming agents. The most useful are boric (boracic) acid, borax, sodium bisulphate, lactic acid, formic acid, ammonium chloride and ammonium sulphate.

Boric acid, which is available as a free flowing white powder, is well known to most tanners. It is soluble only to the extent of 2.66% in cold water and 40.2% in boiling water.

When used as a deliming agent boric acid forms complexes with lime which are soluble in dilute solutions. Owing to the low solubility of the acid in cold water and provided fresh liquors are used with every batch it is one of the safest chemicals to use and, added to this fact, is the knowledge that the presence of boric acid and its compounds in the skin tends to prevent drawn grain and to preserve a good color when goods are vegetable tanned. Generally speaking borax, the acid salt of boric acid, is not as efficient a deliming agent as the acid.

Sodium bisulphate or acid sulphate, NaHSO_4 , is a colorless crystalline compound which is freely soluble in cold and hot water (50% in cold and 100% in boiling water). This chemical is only suitable for use with hides intended for sole leather as it converts the lime in the skin into free calcium sulphate, which is an advantage for sole but a distinct drawback for most other types of leather.

Lactic acid has found use in the deliming and drenching of heavy leather but it needs to be employed with considerable care owing to its marked tendency to plump or swell the leather. Formic acid is far safer in use and more economical. 100 parts of 90% formic being equivalent to 300 parts of lactic (60%), 294 parts of acetic acid (40%) and 291½ parts of boric acid (100%). The use of formic acid is extended

to the deliming of all classes of hides and skins. As with lactic there is a tendency for formic acid to produce a marked swelling action on the collagen and, while this can be retarded by the addition of sodium chloride to the deliming bath, the tanner needs to watch the operation with rather more care than is necessary with other deliming agents.


Ammonium sulphate and chloride, both salts being used in the manufacture of proprietary synthetic bates, are of value as deliming agents. Ammonium chloride converts lime into calcium chloride, which is freely soluble in water, and forms ammonia, which being a weak base has no pronounced swelling action, and may be easily removed by mashing. On the other hand, the calcium chloride has a very strong solubilizing action on the proteins of the skin and tends to injure the enamel. Ammonium sulphate is a weaker and slower deliming action but the formation of calcium sulphate in the fibres of the skin can be a disadvantage for certain types of leather, although useful for sole leather.

Pickling

The pickle consists of acid, salt and water and the function of the process is either to preserve the skins so that they can be kept an indefinite period before tanning, or to prepare the skin for chrome tanning. It is important to regulate the pH of the skin so that chromium salts will be able to penetrate readily and that a high degree of fixation will be insured.

Sulphuric acid or hydrochloric acid is preferred as being easy and economical to use. Generally speaking it is found that sulphuric acid is preferable for vegetable and 1-bath chrome tannage, whilst hydrochloric or muriatic acid is recommended for the 2-bath chrome tannage. Aluminium sulphate is sometimes preferred for light leather where a flat smooth grain is essential, e.g. kidskins to be tanned with a two-bath tannage. Usually a pickle made up with 2% alum and 2½% salt is satisfactory. Alum-

Continued on page 31)



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New Developments

Flexible Wooden Sole

Figure 1 shows the construction in profile; namely, a block comprising heel and shank division, all one piece; then there are three separate pieces of blocks illustrated, blocks fastened to the insole through the medium of

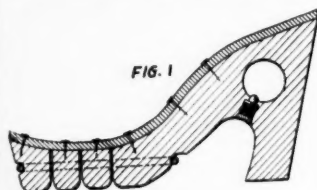


FIG. 1

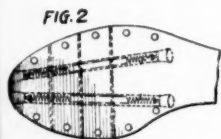


FIG. 2

tacks or nails. The three forepart blocks make for one flexible unit when attached to the insole as illustrated.

Figure 2 illustrates how the separate blocks are kept in position, differing widely from the method of canvas or webbing attached either at the top end of the blocks or through the center, sometimes by splitting the blocks into halves. These blocks are

united by springs and springy material fastened in the heel and shank block and extending through to the toe block through holes bored for such purpose.

(Source: Pat. No. 2,470,200; Irving D. Wallach, Port Washington, N. Y.)

Two Uses for Scrap Leather

This treatment of scrap leather consists of two methods: one to make a material or filler to fill holes in leather, thus saving leather for shoes and other leather goods; and second, to make dyes, preferably in brown and yellow.

The treatment stresses the varied uses of autoclaves or steam under pressure contrivances, in which different solutions may be introduced, as alkaline solutions, later steps including strong acids. Where dyes of varied color are desired, strong acids of another nature are introduced, all working in the different autoclave steps.

After the scrap leather has been tossed into the autoclave, the leather scraps are subjected to a mixing action at a speed of approximately 20 rpm. Lye also is added during this stage through an opening in the top, and later the steam pressure rises to 125 pounds at a temperature of 350 degrees F.

One of the first steps includes a

mixing period varying from two to ten hours.

This solution is now poured into an enamelled receptacle fitted with a removable lid in turn fitted with a glass window. The mixture is mixed in a revolving motion of 25 RPM. After this the solution may be poured off through a pipe or samples of the solution may be taken through this same manner.

Another step is the re-introduction of the solution in a treatment of nitric acid, so mixed for several hours at a temperature above the boiling point of water.

Throughout this treatment, the fats eventually appear floating on top and are removed, after which an alkaline solution is used to neutralize the solution. The solution assumes at this stage a kind of yellow color.

Another treatment is used in the making of a dye. After the dye treatment, the scrap leather not dissolved in the foregoing technique is treated in various ways. These treatments comprise seven in all; some are mere stages while others accomplish definite results in completed form.

For example one treatment offers a technique resulting in a solution not yet dissolved but that has a yellow color and ready to be used as a "leather extract." Another treatment makes use of an autoclave in conjunction with a drier producing about sixty pounds of brown dye stuff from one hundred pounds of scrap leather. This dye may be used for leather dyeing and for wood staining.

When analyzed carefully it is as simple as ABC and quite effective in giving the trade a way out in saving leather and in making a suitable dye.

(Source: Pat No. 2,465,592; Emil and Harold E. Karlson, Quakertown, Pa.)

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Shoe Heater

Here are two electrical units, controlled by a rheostat, that may be attached to any house current, usually 110 volts. These units are designed to fit into almost any kind of shoe, large or small, one unit for each shoe.



One purpose is to apply heat to shoes for those suffering certain foot ailments wherein heat applied to the feet is especially helpful.

A more general application of these units may be in the case of wet shoes, drying them out at slower temperatures than is possible by placing a pair of shoes in a hot oven. This heater, with its rheostat control and its units sheathed in an asbestos zipper-opened jacket, dries the shoe out slowly and evenly, without disturbing the oils within the leather.

(Source: Pat. No. 2,469,468; Frank M. Judd, Bellingham, Wash.)

Leather Cleaning Tool

One of the principle uses of this tool is to clean off cement from leather already coated with cement that has deteriorated from non-use and other reasons, especially that of correction, imperfections in operations.



Where plastics are used the plastic sometimes has to be removed before applying a fresh coat. This bears out especially true when hot plastics are used, or when heat is used to stimulate a bond between two-coated plastic surfaces.

The cleaning tool's design permits a dragging and scraping action which literally tears away all surface coatings, cement or any other substance. There are seven teeth fluted at an angle so that when held in the operator's hand, the drag of the angled teeth is against the operator, thus creating resistance. The tool may be removed readily from the handle and so be either sharpened or replaced with a new tool.

(Source: Claude C. Smith, Oklahoma City, Okla., Pat. No. 2,471,787.)



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Economical Thick Welt

Figure 1 reveals an ingenious method of making a 7-iron welt into a 14-iron welt. A wider than usual welt is employed to secure the 14-iron thickness. This wide welt has the usual U-groove in contrast to the less popular V-groove. This U-groove is cut into the grain side of the welt, very important to this technic. Figure 1 also illustrates how, by cutting off a piece of this welting with a bevel cut, the necessary bevel for resting the welting against the upper is secured. Figure 2 shows how this cut-off

portion is applied to the flesh side of the original piece, leaving both of these facing surfaces on the flesh side. This method of placing the two flesh surfaces saves the need of roughing before the operation of bonding the two opposing surfaces with cement.

In Figure 2, this technic of cutting off the extra piece on a bevel makes for a bevel in alignment with the original bevel or the bevel on the top piece. The value of this skillful cutting is illustrated in Figure 3 wherein a kind of molding machine is demonstrated in process of shaping the welt for application to the shoe. The U-

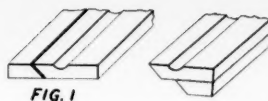


FIG. 1

FIG. 2



FIG. 3



FIG. 4

groove provides easy and exact bending of the welt into molded condition, not unlike the perforation of a check end for easy removal without tearing.

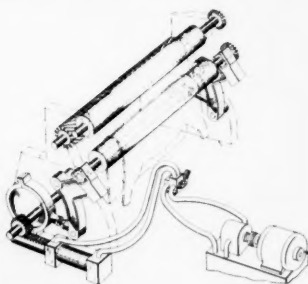
In Figure 2 a piece of U-grooved welting, grooved on the grain side, cut on a bevel so that both bevelled edges fulfill later saving in cutting operations, attached to the opposing flesh sides, molded, and then welted to the upper, a welting of 14 irons thickness. Add to this a 4-iron sole of good quality and the result is an outsole appearance of 18 irons.

(Source: Pat. No. 2,470,942; Emil R. Ouimet, Brockton, Mass.)

Oscillating Hydraulic Fleshing Roll

The function of this machine is to draw the flesh side of the hide against the side of a revolving scraper roll. The illustration does not show this roll actually in operation, though a little imagination will visualize the roll separated or spaced away from the other two.

The spirally fluted roll is the



scraper roll, while the one opposing it is a kind of feed roll. These two rolls are driven in opposite directions, obviously for feeding purposes.

But the feature of this machine is centered in the third roll that is hydraulically operated. Note the deep-

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COW SIDES
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LEATHERS

by *Greenebaum*

NORMIL

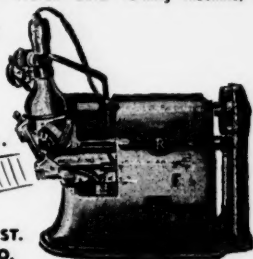
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toothed gears on the ends of the top feed roll and the oscillating roll, serving for easy meshing of the gears and smooth control when the hydraulic action sends the roll up to the feed roll. On the left end of the oscillating roll are a gear and rack measuring the timing and stroke of the roll so that the leather may not be carried away off the roll.

Formerly all this was done through manual control, and the processing was not always certain or exact. This method is more safe, sure, and exact, and does the work with greater speed.

Source: Chas. H. Stehling Co., Milwaukee, Wis.; Pat. No. 2,471,984.

Chamois from Cotton Waste

A British firm is now manufacturing an imitation chamois leather from cotton and cotton waste. No claim is made that the product, known as Tuftex, has all the qualities of genuine chamois. However, one of the chief assets claimed is its price of \$2.22 per dozen pieces, f.o.b. Each piece is sized 17 x 14 inches. Though the product lacks the soft suppleness of genuine chamois, it is designed to serve some of the purposes of the

latter. The company now has available about 1,000 pieces a week for export.

(Source: Mfr. is Robert Pickles & Co., Cairo Mills, Burnley, Lancashire, England; exporters: Travers (Overseas) Ltd., Regent House, 235-41 Regent St., London, W. 1.)

Apteker...

(Continued from page 20)

production. Most Haverhill factories use modern methods of manufacture, although some plants are poorly operated.

Haverhill retains many advantages in shoe manufacture. Skilled labor is of undeniable importance and skilled labor is available in Haverhill. However, some manufacturers have complained that a great deal of their skilled help consists of elderly persons. Haverhill definitely needs a job training program for shoeworkers. Whether it be done with the cooperation of the manufacturers, the Chamber of Commerce and the CIO, or whether it be done through the Haverhill Trade School is up to the

city to decide. But it should not be overlooked. Courses in shoe designing would also be valuable in Haverhill.

Haverhill's Assets

Another advantage is the proximity of shoe manufacturers' suppliers. The city boasts nine tanners and several leather dealers, including lining leathers, cut soles and sock linings. There are several wood heel turners and coverers in Haverhill, thus abetting quick delivery. One wood heel man tells of an incident when a shoe factory across the street needed 4 pairs of heels immediately to attach to sample shoes. The coverer had delivered the heels by early afternoon and the four important pairs of samples were in the mail by late afternoon.

Also available in Haverhill are adhesives, tapes, shanks, trimmings, chemicals, strippings, cement, dies, linings, patterns, lasts, boxes and threads. Both the United Shoe Machinery Corporation and the Compo Shoe Machinery Corporation have Haverhill branches. Haverhill has several large trucking companies and

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there is also a major depot on the Boston and Maine railway line.

Haverhill bankers have in the past lost money on loans to unresponsive shoe manufacturers. However, the banks are still willing to loan money to shoe manufacturers after investigation.

It seems highly improbable that with its definite advantages for shoe manufacture, Haverhill should discontinue making shoes. It seems more likely that eventually the labor situation will level off nationally when all factories are unionized regardless of their locale.

Manuel Epstein, president of the Haverhill Chamber of Commerce, believes that union officials should either organize the small surrounding towns or bring Haverhill's wage scale down in comparison. He feels that Haverhill will continue to be a shoe center in the women's novelty line.

Haverhill may rejuvenate itself if shoe manufacturers will recognize the importance of an aggressive promotional move, and the labor cost balances itself off with that of the rest of the nation. Haverhill, like several other towns in New England, has fallen behind in the industrial race. However, if its manufacturers can achieve a balance between their many advantages and their few disadvantages, Haverhill can continue to be a shoe city.

Smith . . .

(Continued from page 24)

inum sulphate is a free flowing crystalline compound which is available in paper bags (100 lbs. net) or in slack barrels (approx. 400 lbs.). The salt has a total Al_2O_3 content of 17.2% and combined Al_2O_3 16.5%.

Sodium sulphate or Glauber's salts is sometimes advocated as a replacement for common salt. It is just as effective as the latter for reducing swelling, but as it raises the pH it has a somewhat different effect upon the chrome tanning solution.

The salts of organic acid, particularly sodium acetate and formate, are assuming some importance as pickling agents. The acetate is a white anhydrous solid or a colorless crystalline compound which is very soluble in both cold and hot water.

The formate is available only as a crystalline solid which is rather less

soluble than the formate, 44% in cold water and 160% in water at 100 deg. C.

To insure that pickled skins are unattacked by moulds it is necessary to add fungicides to the pickle liquor. One of the best known of these additives is sodium pentachlorophenate, which is available in powder form or in the form of 1-ounce briquettes. Recommended method is for the fungicide to be added to salt liquor so that penetration into the alkaline collagen is thorough. On the addi-

tion of acid to the brine the pentachlorophenol, which is insoluble in acid solution, is precipitated within the protein fibres. About 4-8 ounces of sodium pentachlorophenate per 1,000 lbs. of green stock is effective.

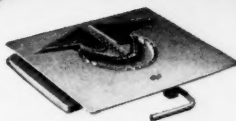
Of the newer fungicides the quinones are well worth mention. Preliminary study of tetrachloro-p-benzoquinone and 2,3-dichloro-1,4-naphthoquinone would appear to indicate that the fungitoxicity of the group is extremely high.

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LABOR NEWS

Stalemate negotiations between the **Fulton County Tanners' Association**, N. Y., and **Local 202, International Fur & Leather Workers Union, CIO**, were broken off completely in Gloversville last week "until the union drops its wage demand," according to the Association. The production halt in 18 member tanneries has already lasted three weeks and was called July 18 by the Association when it termed "a strike against one a strike against all." (L&S, July 23).

The union was reported demanding a 25-cent hourly wage increase for its 1050 members who did not return to work at the end of their annual two weeks vacation period. Two negotiations sessions called by State Mediator William Hazell since the shutdown have met with little success.

Meanwhile, the Association ran a half-page advertisement in the **Gloversville Leader-Republican** claiming member glove leather tanners were "in the worst business depression in their history." It attributed the situation to competition by lower cost fabrics and consumer price resistance. James H. Casey, Jr., executive secretary of the National Assn. of Leather Glove Mfrs. stated that the shutdown "will be considered critical

if it continues into the third week."

Myer Klig, international vice president of the union, was scheduled to speak at a mass meeting this week. Klig was to report on the settlement made in New England tanneries and compare wages in New England with those in Fulton County.

Officials of the **Brotherhood of Shoe and Allied Craftsman**, Brockton, are now in the process of filing non-Communist affidavits required by the Taft-Hartley Law. The NLRB has granted the union a 90-day extension to include a new audit in this year's financial statement.

The 3-day work week voted to begin this Wednesday by 700 cut sole workers in Brockton was postponed one week after talks between the brotherhood of Shoe & Allied Craftsman and Walter Spicer, exec. sec. of the ASI. The workers, members of the Cut Sole local of the **Brotherhood of Shoe and Allied Craftsman**, have been without a contract since July 21. (L&S, July 30.)

Manufacturers are demanding that workers produce a minimum amount of material each day and that vacations be paid on a percentage basis rather than according to average hourly rate as before.

Toochin Tanning Co., Lynn, Mass., has laid off 50 workers and closed its doors temporarily due to a seasonal decline in business, according to David Toochin. The firm has been operating in the tannery of the former **Globe Tanning Co.** since last Dec. and will reopen as soon as "business picks up," according to Toochin.

Employees of **Connolly Shoe Co.**, Stillwater, Minn., recently chose **United Shoe Workers of America, CIO**, as their bargaining agent by a vote of 110 for the union and 56 for an independent that has represented workers at the firm. The election was conducted by the NLRB.

Close to 460 employees of the **American Thread Co.** at its Dalton, Ga., plant went on strike last week after company and union officials failed to agree on a new contract. The old contract expired April 1 and has been extended three times.

A five-week strike at the Hannibal, Mo., Rubber Plant of **International Shoe Co.** was reported ended when members of the **United Rubber Workers, CIO**, voted last week to accept all points of an agreement reached by company and union officials.

M. K. Hawkins, plant superintendent, said the new contract contains assurances against further work stoppages as well as any attempts by the union to compel membership by non-union employees. The plant resumed operations on Aug. 1.



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Leather MARKETS

Market levels off as prices become more steady. Sales fairly constant. Sheep continues active. Soles lower. Side leathers and splits move well. Suedes still wanted.

Sole Leather

There is a generally soft tone to the Boston sole leather market, despite the higher market on hides. Tanners feel the squeeze, but can do little in the face of less demand and buyer price resistance. Heavy bends showed a slight pickup last week but slowed again this week. Tanners had hoped the growing interest in heavies would firm the entire sole market. Few nibbles are found for medium bends and only light bends draw a good buyer interest.

Light Bends: 60-63c
Medium Bends: 55-57c
Heavy Bends: 56-58c

Sole leather tanners of Philadelphia say that business is fairly active. Factory bends are selling well at various weights. Heavy runs at 56c and light 62c. Findings are reported as very poor. Repair business is bad. Bellies are going well, this week selling at 32c. Heads are also going well. Standard price is 10c although some tanners get as high as 20c in certain instances.

Sole Leather Offal

The Boston market is slower. Prices advanced 1 to 2c but trading is less active. There are not too many good bellies available yet buyers tend to hold off on sizable orders. Bulk of steer sales between 33-35c; cows at 31-33c. Single shoulders, heads on, move evenly, with the best for lites up to 40c; heavies slower at 50-58c. Welting stock slow at up to 55c. Waist belt stock better at up to 58c. Some select light heads sell up to 20c but the general run move at 16-18c. Shanks spotty.

Bellies, steers 33-35
Bellies, cows 31-33
Single shoulders, heads on lights, 41-46
Single shoulders, heads on heavies 38-41
Double rough shoulders, 50-58c
Heads 16-18c
Foreshanks 23-25
Hindshanks 25-27

Welting

Though demand for Goodyear welting in the Boston market is fair, it is not enough to keep makers busy. Prices hold to 74c for 1/2 x 1/2 welting. Double rough shoulders fairly firm at present levels. Specialty goes its merry way with retail acceptance excellent. Synthetic active in stitchdown and cheap welt lines.

Calf Leather

Boston prices levelled off after the

recent drop. Uneasiness is still evident, however, due to the influx of better skins. Men's weights are most active with D and X grades receiving less buyer interest. Tanners are able to move the latter only after some bargaining, in some cases below present quotations. Better grade women's weights are slow; most active in lower grades at 60c and down. Suedes get a moderate call but interest is still well below expectations. Some sales at 80c to \$1.00 and top selections do well.

Men's weights: B 90-1.05; C 85-1.00; D 75-94; X 70-84; XX 60c.

Women's weights: B 85c-1.00; C 80-92c; D 77-89c; X 65-81c; XX 55-65c.

Suede: \$1.10-1.20; \$1.03-1.10; 90-93c.

Kid Leathers

Philadelphia tanners report they are very busy. Orders are still being received for the middle and higher grade suede and glazed, as well as those coming from New England for the lower priced kid leathers.

Suede, in black, is still the best seller, with brown doing well. Black glazed is going fairly well, and brown is selling.

Although there was a good deal of talk of colors for fall, earlier this year, these did not go over well. The only color that did fairly well was green. Tanners are getting colors ready to exhibit at the fall shoe show for the spring trade. At this time talk is of the usual spring shades of blue, green and red.

A demand for white in glazed, suede and crushed is expected this year. Some have a permanent small production of white all year round for clinic and nurses shoes. Others who produce white leathers that mainly go into resort and summer shoes, are planning to start up in this line in the near future, probably September.

Slipper kid has slowed up. Most slipper manufacturers produce in the fall and they have already bought their stock. There is a year-round demand for slipper kid in various colors for cowboy boot trims.

Linings are not going too well. Tanners report certain permanent accounts with manufacturers of high grade shoes, but they are not selling to manufacturers of lower grade shoes, who apparently are permanently using composition or sheepskin linings and show no signs of using kid.

Prices of all kid leathers are firm. There is no indication of any change in the rawskin market.

Suede: 40-.50; 50-.85
Slipper: 40-.50
Glazed: 40-.50; 50-.85; 1.00
Linings: .30-.50

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* see page 11



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Sheep Leathers

Boston sheep tanners report business is still good. Prices firm and buying is active. Some tanners continue to ask 1/2c above recent quotations but large sales are not reported at the higher levels. Russets in good demand. Boot linings active up to 22c. Shoe linings do well between 14 and 20c. Specialty and slipper manufacturers place good orders for colored vegetable and chrome linings; former sells best at 17-21 with the latter moderate up to 26c. Garment leather is quiet.

Russet linings: 22, 20, 18, 16, 12, 10c
Colored vegetable linings: 22, 20, 18, 16, 14c

Hat sweat: 26c, 24, 22, 20c

Chrome linings: 28, 26, 24c

Garment suede: 26, 24, 22c

Garment grains: 22, 20, 18

Side Leathers

The Boston market is spotty. Prices are firm. Best tannages do well as do cheaper tannages. Middle grades are slow, although less price resistance is evident than in past weeks. Heavy aniline types active with extremes and kips selling well at 58c and down. Above 58c there are fewer sales. Volume sales reported at 55c and down. Corrected kips are moving good at up to 58c with supply limited. Work elk is better at 43-48c.

Splits

Boston split tanners report black and brown suedes a big item with better tannages at up to 43c; others at 41c and down. Larger spread splits in good demand with supply short. Smaller spread leather gets less interest. Gussets active at up to 19c. Work shoe leather moderate at 30c and down. Retan sole splits move fairly well at 30-40c.

Light suede: 36-43; 34-41; 32-38

Suede heavy: 44-47; 42-44; 39-41

Retan sole: 40, 38, 35, 33, 30

Finished linings: 18-20; 20-22; 22-23

Gussets: 17-18-19c

Belting Leathers

Belting leather tanners in Philadelphia report that they are not doing too well. Business is quiet and prices remain just about the same.

Waist belting manufacturers are buying shoulders; the end of vacation season plus preparation for Christmas business has caused a pickup in waist belting. However, business is not as good as it was this time last year—it is considered at approximately 70 percent as compared to last year.

Curriers say that there is not much business. A few scattered orders are coming through. Southern textile mills are working a little longer, and New England textile mills hope to open soon, so that some orders have been received from these sources, but only part of what they usually receive. There is no real pick-up and the picture is about the same as it has been for the past few weeks.

There is no change in list prices as quoted for the past four weeks; however it is a trading market and some curriers may be willing to make a price adjustment of a cent or two in

order to do business.

Waist belting is doing fairly well, although it is not doing as well as this time last year.

Glove Leathers

So far, the strike in Fulton County has not affected the operations of the glove manufacturers. The larger factories have been able to operate with the stock on hand and the smaller shops have been able to pick up sufficient leather to keep going. How long this will last is a question. In the meantime a good deal of trading is going on between shops and some hard-to-move leather is being cut.

Leather prices are firm particularly in the low grades. The few outside firms still able to supply this market are doing so at the old prices. In spite of the strike, new glove orders are not plentiful.

Strike negotiations are stalemated. The tanners informed the union that further talks would be useless unless the union withdrew its wage demands. This of course has not been done.

PIERSONNEL

▲ C. N. Reed is retiring as foreman of the Upper Leather and Cutting Departments at General Shoe Corp.'s plant in Nashville, Tenn. Reed is one of the pioneer employees of the company.

▲ D. B. Graves has been appointed manager of the new Tanning Division Chemical Dept. of International Shoe Co., St. Louis. Graves with International for the past 25 years has been superintendent of the Bolivar, Tenn. tannery since it opened two years ago. The new department has been created to develop and manufacture leather finishes and other specialty items for use in the firm's eight tanneries. J. D. Alderhold succeeds Graves as superintendent of the Bolivar plant. Alderhold was formerly superintendent of the tannery at Wood River, Ill., and has been associated with International for the past 21 years.

▲ Oscar Bruskin has been elected a vice president of J&J Slater, Inc., New York City, shoe chain. Bruskin continues also as manager of the East Orange, N. J., shop.

▲ J. L. Buckner, has retired as vice president of Corn Products Refining Co. Buckner joined the firm in 1912 and became general manager of manufacturing operations in 1936, operating from its New York office. He was elected a vice president in 1945.

▲ Albert J. Smith, formerly with Selby Shoe Co., Portsmouth, O., is now sales representative for Kleven Shoe Co., Spencer. Smith will cover New England, New Jersey and New York State.



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DEATHS

Joseph J. Stehling

... 73, president of Chas. H. Stehling Co., Milwaukee manufacturer of tanning machinery and equipment died Aug. 2, at the Shore View Hospital, Milwaukee after a long illness.

Mr. Stehling moved to Lake Worth, Fla., two years ago but had been spending the summer with his son Ralph. He took over the management of the firm in 1922 with his brothers after the death of his father, founder of the company. He served as vice president and manager and was president for the last three years.

He was a prominent inventor of tanning machinery and took out patents on unhairing and fleshing machines. Mr. Stehling was also president of the Westal Realty Co., and a director of the Excelsior Mutual Building & Loan Assn.

Survivors include his wife, Eva; a daughter, Mrs. Carolyn Jaye; his son, Ralph; two sisters, Mrs. Jack Smithing and Mrs. Harry Dunn; and two brothers, Louis, and Hugo.

Samuel Lipson

... 54, president of Lipson Shoe Co., New York City shoe wholesalers, died recently at Mount Kisco Hospital, N. Y. of a heart ailment. Formerly with Dr. Posner's Shoes, Lipson was active in shoe business for 35 years. He founded his own business four years ago. Survivors include his wife, Ida, two sisters and three brothers.

Edward H. Flaccus

... 62, founder of the former William Flaccus Oak Leather Tannery, Pittsburg, now known as Edward H. Flaccus Co., died recently in Pittsburg. Flaccus was a former president of the Leather Assn. of America. Surviving are his wife, Lulu; three daughters, two brothers, a sister, and three grandchildren.

Wallace B. Burdett

... 83, retired shoe manufacturer, died July 26 at a hospital in Wolfboro, N. H. from injuries received in an automobile accident. Born in North Reading, Mass., Burdett headed the Burdett Shoe Co. for 40 years. He was a resident of Swampscott. He leaves two sons, Edgar W., chairman of the Swampscott board of selectmen; and Leonard F. of Richmond, Va.

Louis L. Lippmann

... 48, president of H. Lippmann Sons leather firm, Newark, N. J., died July 23 at his home in Newark. A lifelong resident of Newark, Lippmann took over the presidency of the firm two years ago. It was founded many years ago by his father, the late Harris Lippmann. Survivors are his wife, Rose; two sons, Burton and Martin; a daughter, Lenore; three brothers and four sisters.



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JOHN J. LOWN

... appointed to represent the Atlas Refinery, Inc., in the Midwest, to succeed the late Leo C. Martin. Lown was formerly with the Union Chemical Co., and will work out of the Atlas offices at 110 N. Franklin St., Chicago.

FINANCE

Endicott-Johnson Corp.

Net profit of \$1,046,748 and net sales of \$62,352,907 for the six months ended May 28, 1949 were reported by Endicott-Johnson Corp., Endicott, N. Y. This compares with net profit of \$1,629,956 and sales of \$73,694,815 in the same period a year ago. Profits before a credit of \$636,611 and provision for federal income taxes were \$1,035,137. The corporation employs the normal base stock method of inventory. Total current assets were \$61,660,918 with total current liabilities \$22,215,294 and total inventories \$45,762,882.

U.S. Shoe Corp.

Net income of U. S. Shoe Corp., Cincinnati, Ohio, for the six months ended May 31, 1949, was \$629,225 as against \$620,566 in a same period a year ago, an increase of over \$9,000. Profit was increased despite a drop in net sales from \$12,521,254 in 1948 to \$11,510,563 in 1949. Drop in sales was attributed to price decreases on Gold Cross shoes with greater emphasis placed on \$8.95 shoes during this year. The firm allotted \$300,000 for contingencies.

Geo. E. Keith Co.

Net profit of \$17,664 on sales of \$63,353,724 was reported by Geo. E. Keith Co., Brockton, Mass. for the six months ended April 30, 1949. This compares with net profit of \$145,134 and sales of \$7,123,765 in the same period of 1948. Total current assets were \$6,140,644 with total current liabilities \$2,339,654 and working capital \$3,800,990 as against current assets of \$6,485,659, liabilities of \$2,303,002 and working capital of \$4,182,657 a year ago.

G. R. Kinney Co.

G. R. Kinney Co., New York City shoe chain, reports net income of \$556,957 for the six months ended June 30, as year. This was equal to \$1.98 per share compared with \$581.030 in the preceding compared with \$2.10 a year ago.

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Coming EVENTS

Aug. 8-12, 1949—National Luggage and Leather Goods Show, sponsored by Luggage and Leather Goods Manufacturers of America, Inc. Hotel New Yorker, New York City.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for Spring and Summer, 1950. Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill. Sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn. Headquarters at Palmer House.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949—Pennsylvania Shoe Travelers Show, William Penn Hotel, Pittsburgh, Pa.

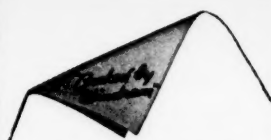
Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.



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LEATHER and SHOES—August 6, 1949

HIDES and SKINS

Packer market strong; 1/8 to 1c higher on sales of 80,000 hides to specialty tanners and exchange traders. More interest in small packer hides; country hides quiet but firm. Calf and kip markets not active.

Packer Hides

The strong trend continued again this week in the Midwestern big packer hide markets on rather broad trading, with approximately 75 to 80,000 hides selling. Prices were up anywhere from 1/8 to 1c. Most of the advances were scored on branded selections, namely, heavy, light and extreme light Texas steers, light and extreme light native steers, and heavy and light native cows.

The third consecutive week of heavy trading is tending to keep the big packer situation in a well-cleaned up position, especially in the current salting hides. There are, however, considerable quantities of back-salting hides available, it is understood.

As in the past week, most of this week's trading went in the direction of specialty tanners and exchange traders, with only a small percentage going to regular tanner sources.

On the basis of the new higher levels, light native cows are now being quoted from 23 3/4 to 24 1/2c, considering all take-off points, with the heavies quoted at 21 1/2 to 22 1/2c. Light native steers are in a range of 23 1/4 to 23 3/4c, heavies at 21 to 21 1/2c and extreme lights from 28 to 28 1/2c.

Small Packer Hides

There is interest for small packer hides and some business in desirable lots, 48/50 lb. averages, at 20c, basis natives. The range, however, is quoted 19 to 20c, according to selection and quality. Sellers are usually talking these prices flat, whereas buyers are more insistent on buying on a selected basis. With the kill decreased, the available supply of small packer hides is correspondingly reduced, with sellers usually firmly set in their ideas of value, while buyers are limited in their paying prices, based on the values they are able to obtain for leather. Most of the small packers have limited their kill because of the fact that they have not been able to operate profitably, and until there is some correction in this situation, it is quite possible that the supply of small packer hides will be quite limited.

Packer Calfskins

Late trading developed with one "Big Four" Midwestern packer selling 6,000 May/June/July, new trim, St. Louis light calfskins at 53 1/2c FOB. This is the only reported trade this week, although it is quite possible that further sales will develop in the calfskin market before the week is over. The demand for calfskins seem to favor the lighter weights. However, it

is believed that some buying interest may also reflect activity in heavier weights.

Light trading in the New York trimmed packer calfskin market took place this week involving 4,500 9 to 12 lb. skins at \$7.00, a decrease of 25c from last business.

Packer Kipskins

The Midwestern market is quiet. Little buying interest is noted so far during the week, and the large packers are reporting no offerings at the moment. In the New York trimmed packer kipskin market, a sale of heavies are reported at \$9.00, unchanged from the last paid price.

Country Hides

Undoubtedly, there could be more activity in the country hide market if more hides were available at prices in line with figures which buyers consider values. However, the supply of country hides is decidedly limited, perhaps more so than at any Summer period previously. All reports at originating points are of exceedingly light supplies, and, consequently, sellers who have a car of hides feel that there will be a good enough demand for them to support their contention that prices will remain firm to strong, and they are reluctant to sell at the level which most tanners give as their paying limits. The market is quoted in a price range of 15 1/2 to 16c for good quality country allweight hides 48/50 pound average flat, FOB shipping point, for trimmed hides. Obviously, nothing seems to be available at the inside price; in fact, nothing much seems to be available at the top figure. Sellers feel that their hides are worth more money and are asking anywhere from 1/2 to 1c a pound above these prices. This, of course, makes trading a little difficult, but tanners, it seems,

are not pressed enough for the want of raw material to be forced into paying the asking prices generally, and most of them seem to be able to pick up a stray car here and there to take care of their current needs.

Light average weight hides are quotable at prices proportionately higher than the above mentioned figures. It will be some time before there is any increase in country hide receipts, as not much increase in kill is expected with the locker plants until we approach the colder weather. Farmers are busy in the fields, and, evidently, have enough meat to take care of their present needs, as all reports throughout the country are that the locker plants are doing very little slaughtering. The more that the lockers are depleted the more promising it will be for an increased kill this Fall and Winter.

Country Calfskins

Little, if any trading is taking place in this market. Most of the buyers are bidding at such low prices for country calfskins that it is next to an impossibility for sellers to let go of supplies at such prices. The market is generally figured nominally at 22 to 24c for country untrimmed allweights, with city skins nominally quoted at 30 to 35c for untrimmed allweights. Prices are unchanged on New York trimmed collector calfskins at \$2.50 for 3 to 4's, \$2.80 for 4 to 5's, \$3.30 for 5 to 7's, \$4.40 for 7 to 9's and \$6.10 for 9 to 12's.

Country Kipskins

Market exceedingly quiet, with prices continuing to be quoted on a nominal basis of 26 to 28c for city untrimmed kipskins and from 20 to 21c nominal for country untrimmed kipskins. New York trimmed collector kipskins are quoted at \$7 for 12 to 17's and \$8 for 17 lbs. and up.

Sheep Pelts

There has been some trading right along in the market on big packer shearlings, as previously reported, and

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	19 1/2-20	19 1/2	17	28 1/2
Ex. light native steers	28-28 1/2	27 1/2-28	27 1/2	30 1/2
Light native cows	23 1/4-24 1/2	22 1/2-24	22-23 1/2	27-27 1/2
Heavy native cows	21 1/2-22 1/2	20-20 1/2	20-21 1/2	28 1/2
Native bulls	16	16	15 1/2	18
Heavy Texas steers	18 1/2-19	18 1/2	17	25 1/2
Light Texas steers	20 1/2	20	20	27
Ex. light Texas steers	24-24 1/2	24	24	29
Butt-branded steers	18 1/2	18 1/2	17	25 1/2
Colorado steers	18	18	16 1/2-17	19
Branded cows	19 1/2	19 1/2	19	25 1/2
Branded bulls	15	15	14 1/2	17
Packer calfskins	40-50	40-50	40 1/2-57 1/2	50-55
Chicago city calfskins	30-35	30-35	35	40
Packer kipskins	40-42 1/2	40-42 1/2	45	35
Chicago city kipskins	26-28	26-28	30	28

HIDE FUTURES

	COMMODITY EXCHANGE, INC.	FUTURES MARKET		
	Close	Close	High	Low
	Aug. 3	July 27	For Week	For Week
September	18.70B	18.50B	18.70	18.15
December	18.25B	18.80B	18.85	18.15
March	18.40B	18.25B	18.30	18.06
June	17.95B	17.95B	17.80	17.80

Total sales, 115 lots.

while there is no new trading noted this week, the market is considered to occupy a steady to firm position. Big packers are asking from \$2.25 to \$2.75 for No. 1's, \$1.60 to \$2.00 for No. 2's, and from \$1.30 to \$1.60 for No. 3's. All prices are basis f.o.b. sellers' plant.

Earlier in the week, business was reported on the West Coast in No. 1's at \$2.50, with poor No. 1's bringing \$2.00. Selected No. 2's sold at \$2.10, and poor lots brought \$1.60. No. 3's have been moving at \$1.35.

Horsehides

This market is very quiet by reason of the fact that there is very little to purchase. Dealers throughout the country look upon horsehides as a sideline item, and many who used to accumulate carloads are now finding it difficult to accumulate truckloads, and the average dealer, it seems, accumulates only 100 to 150 horse hides while accumulating a carload of beefhides. Horse slaughtering plants throughout the country have been pretty well shut down for quite some time. Whether there will be a resumption in horse slaughter a little later on remains to be seen, but, according to all present indications, there is not much inducement for horse killers to resume operations. The supply of horses is very small, and the outlets for horse meat have been reduced materially by reason of the fact that fur farming has decreased greatly, due to the low prices prevailing for ranch mink and silver fox. The market on good quality northern renderer and fox farm horse-

hides, around 60 pound average, is quotable in a price range of \$9.50 to \$10.00, but the inside price is not very seriously regarded as a trading figure, as good hides in carload lots would command the top figure. Some asking prices are heard all the way up to \$11.00. The market on horse fronts is nominally quoted around \$7.00 to \$7.50, with the top figure probably more in line for trading, as it is doubtful if anything of desirable quality can be bought for the inside price. The market on horse butts, basis 22 inches and up, is quotable at around \$3.50.

Dry Sheepskins

Fulton County tanners and union still deadlocked and from present indications, it does not look very promising for an early settlement. Glove manufacturers have been buying leather but are finding it rather difficult to locate material and some are beginning to slow up in the cutting and other departments.

As regards the primary rawstock markets, there has been little change evidenced so far. Importers, brokers and agents state that as yet they have not received offers at any reductions. It would seem that most shippers are in a comfortable position as regards rawstock and they feel that eventually buyers will have to come into the market. In the meantime, what with Europe and native tanners operating, they manage to keep well sold up and hold prices at their views. There has been interest in Brazil cabrettas with offers small and firmly held. England

said to be buying Nigerians and Cape gloves and paying prices above the ideas previously expressed by buyers here although at the moment, buyers are not showing much interest. Other varieties of hair skins are quiet and nominal.

Australia market on wool skins quite firm as France is said to be again in the market and prices are going up, latest indications are one to two pence dearer and sellers unwilling to shade their ideas, something they were ready to do heretofore. At the July 29 Melbourne sheepskin sales, prices were unchanged. There has been some business going on in pulling skins but sellers here state that they are having more difficulty in executing orders due to shippers' firmness. On recent sales, prices varied as to assortment.

Not much change in shearlings; very few offers coming through and then at prices usually above the views of buyers here. Cables from Australia note only limited offers and then mostly of damaged skins. The Cape market has been quite firm and as buyers here have been slow to follow recent asking prices, trading has slowed up and shippers have been moving their skins elsewhere as they did not come back with any counter offers at lower levels. Some additional business in Chilean shearlings but stocks are now exhausted and next offerings not expected before December.

Reptiles

Latest reports from Siam that ring lizards, 20% 20/24 centimeters and

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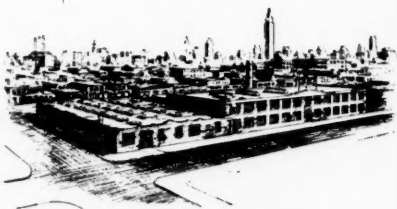
CANADIAN REPRESENTATIVES:

McArthur Chemical Co., Ltd., 20 St. Paul St., West, Montreal;
73 King St., West Toronto

ENGLISH REPRESENTATIVES:

Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S. E. 1

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WANTED: Calfskin Finishing Room Foreman able to take full charge of finishing room; also able to match shades and familiar with pigment, lacquer, and other types of finishes. Address G-26, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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CHEMIST experienced in the manufacture of shoe and tannery finishes wishes to contact a salesman with a following or entree in the shoes and/or tannery finish fields of the Middle West. Please give resume of past experience. All replies will be held strictly confidential. Address H-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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All replies confidential.
Address H-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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Lasting Room Foreman

SEEKS POSITION where thorough knowledge of all lasting room procedure is appreciated. Handles help well. Keeps production rolling under all sorts of conditions. Address G-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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A GOOD MAN available with best of references. Knows all types of women's shoes and can get the work out.

Address G-10,
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Packing Room Foreman

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Address G-13,
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Leather Salesman

YOUNG MAN with four years sales experience on calf and side leathers seeks position with opportunity. This man has excellent background, appearance, and references. Address G-25, c/o Leather and Shoes, 19 High St., Boston 10, Mass.

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(A Management Service)
5629 W. 63rd St., Chicago 38

80% 25 centimeters and up, are held at 85c c.&f., per skin, while crocodiles, 12 inches and up, averaging 18 inches, 80/20 selection, held at \$1.05 an inch as against buyers ideas of 85-90c an inch. Chouyres are nominal around 40-41c for 8 inches and up with relatively few offers noted lately. Aers have been moving at 15c for 8 inches and up, averaging 5-lbs., 90/10 selection while a combined lot of aers, 8 inches and up, averaging 5-lbs. sold at 14c and 5½-lbs. average at 18c.

The India market is firm but as sellers have advanced their ideas following latest sales, business is held up as buyers slow to follow the continuous increases asked. Shippers claim supplies short. Madras bark tanned whips, 4 inches up, averaging 4½ inches sold at 98c for 70/30 selection and as high as \$1.00-1.05 asked while for 4 inches up, averaging 5 inches, \$1.10 asked. Most buyers ideas for the former 95c but might pay \$1.00 for combined lots of 4 inches up, averaging 4½ inches with 4 inches up, averaging 5 inches. A mixed lot of whips, cobras and vipers sold at 70c, the first two 4 inches up, averaging 4½ inches, 70/30 and the vipers 4 inches up, averaging 5 inches, 80/20. Cobras alone held at 70c. Some interest said to have developed in vipers at around 40c but reports from origin that London has been buying and few offers coming through. Calcutta oval grain lizards, 40/40/20 and 90/10 selection held at 26½c while alum tanned Calcutta ram-godies, 11 inches up, averaging 13 inches, 60/40, offered at 14c an inch, but no business.

The Argentine market is firm and shippers have high ideas. About 25,000 back cut lizards, 15/19 centimeters, all primes, offered at 22c while some sales noted at 30c for 20/24 centimeters. Brazil back cut tejus nominal at 32c f.o.b. 20/60/20 assortment with few offers recently noted. Giboias continue to decline and latest offers at 65c f.o.b. and no demand noted.

Deerskins

Last confirmed sales locally of Brazil 'jacks' at 52c f.o.b. basis importers with that about top as tanners' views. There have been reports received from origin that sales have been effected there of Manaos 'jacks' at 54-55c f.o.b. basis importers, believed to dealers as tanners claim they cannot meet this level.

Goatskins

The difference of opinion on price between buyers and sellers continues to hold up any volume business in this market so far as sales to U. S. tanners are concerned. Sellers at origin are firm in their views and there is not any large quantity of unsold merchandise.

Asking prices on Amritsar type skins range from \$12.00 to \$13.00 per dozen c.&f. for 1200 lb. skins with these prices being paid by European tanners. Best U. S. bid is around \$11.75. Southern Indias are firmly held at \$12.50 to \$13.00 per dozen c.&f. for 170-180 lb. Madras Deccans and Comodads.

An easier tone is noted in Mochas. Batis sold at \$14.50 to \$15.00 per dozen c.&f. as to shipper etc. Further offerings reported on that basis with interest limited. Addis-Ahaba skins held at above \$11.00 per dozen, as this price was bid for some fine skins and refused; on ordinary types \$10.50 appears top bid.

Shade dried Tanganyika and Kenya skins held at \$13.00 to \$13.50 per dozen c.&f. with little available. Buyers have views well below these figures.

● N. I. Malmstrom & Co., Brooklyn, N. Y., manufacturers of tanning greases, has moved its Chicago offices to larger quarters at 612 N. Michigan Ave.

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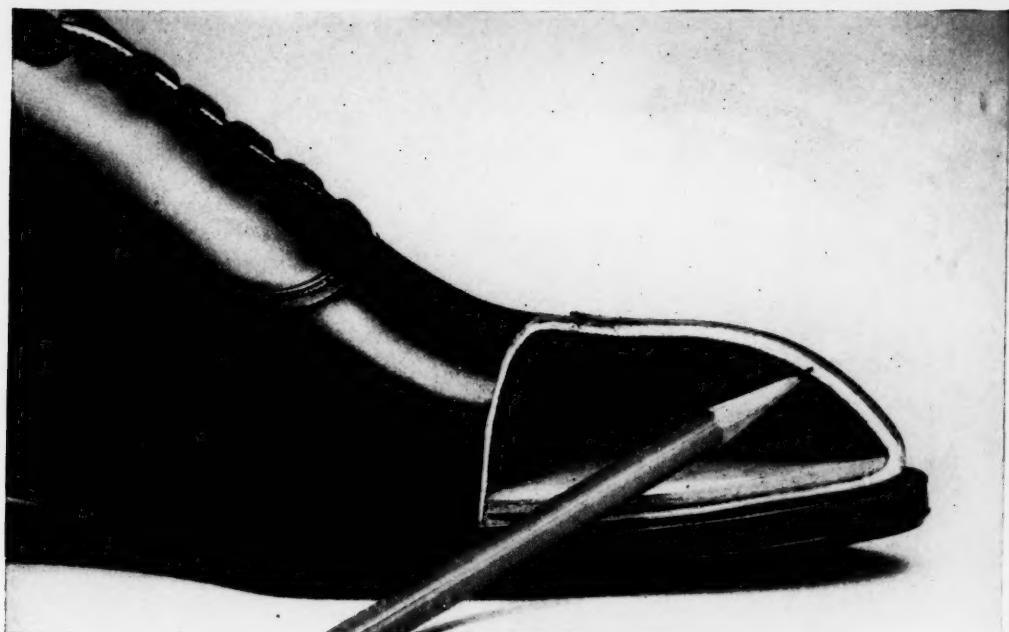
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